
THE THIRTY-FIRST ANNUAL
MEETING NATIONAL WHOLESALE
DRUGGISTS' ASSOCIATION, AT
NEW YORK, OCTOBER, 1905



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LUCIEN B. HALL



S.E. STRONG TREAS.



JOS. E. TOMS SECRETARY.

PROCEEDINGS

of the

National Wholesale Druggists'
Association

IN CONVENTION AT

NEW YORK CITY

HOTEL ASTOR

OCTOBER 3 TO 7, 1905

T. E. CROSSMAN, OFFICIAL STENOGRAPHER

INDIANAPOLIS
THE HOLLENBECK PRESS

1905

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Van Natta-Lynds Drug Co.

PRESIDENTS
OF THE
WESTERN WHOLESALE DRUGGISTS'
ASSOCIATION

ELECTED

JAMES RICHARDSON, St. Louis.....Mch. 15, 1876, Indianapolis
JAMES RICHARDSON, St. Louis.....Feb. 14, 1877, Pittsburgh
ARTHUR PETER, Louisville.....Feb. 13, 1878, Louisville
THOMAS LORD, Chicago.....Nov. 13, 1878, Chicago
HENRY H. BUTTON, Milwaukee.....Nov. 13, 1879, Milwaukee
THEO. H. HINCHMAN, Detroit.....Nov. 10, 1880, Detroit
JAMES S. BURDSAL, Cincinnati.....Nov. 9, 1881, Cincinnati

*Name changed November 8, 1882, to the
National Wholesale Druggists' Association*

PRESIDENTS

OF THE

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

ELECTED

HORACE BENTON, Cleveland.....Nov. 8, 1882, Cleveland
 WILLIAM A. GELLATLY, New York.....Oct. 17, 1883, New York
 CHRISTIAN F. G. MEYER, St. Louis.....Oct. 22, 1884, St. Louis
 MAHLON N. KLINE, Philadelphia.....Oct. 21, 1885, Philadelphia
 DANIEL R. NOYES, St. Paul...Sept. 27, 1886, St. Paul-Minneapolis
 E. WALDO CUTLER, Boston.....Aug. 24, 1887, Boston
 GEORGE A. KELLY, Pittsburgh.....Sept. 13, 1888, Saratoga
 PETER VAN SCHAACK, Chicago.....Oct. 24, 1889, Indianapolis
 DANIEL STEWART, Indianapolis.....Oct. 2, 1890, Washington
 WILLIAM A. ROBINSON, Louisville.....Oct. 22, 1891, Louisville
 JAMES E. DAVIS, Detroit.....Sept. 22, 1892, Montreal
 FRANK A. FAXON, Kansas City.....Oct. 11, 1893, Detroit
 THOMAS F. MAIN, New York.....Oct. 4, 1894, New York
 J. C. ELIEL, Minneapolis.....Sept. 4, 1895, Denver
 JOHN B. PURCELL, Richmond.....Oct. 8, 1896, Philadelphia
 CHARLES F. WELLER, Omaha.....Oct. 14, 1897, Richmond
 CYRUS P. WALBRIDGE, St. Louis.....Oct. 21, 1898, St. Louis
 EDWARD C. FRISBIE, Hartford.....Oct. 12, 1899, Niagara Falls
 WILLIAM J. WALKER, Albany.....Sept. 20, 1900, Chicago
 WILLIAM J. WALDING, Toledo...Oct. 17, 1901, Old Point Comfort
 WILLIAM A. HOVER, Denver.....Oct. 9, 1902, Monterey
 CLAYTON F. SHOEMAKER, Philadelphia.....Sept. 10, 1903, Boston
 M. CARY PETER, Louisville.....Nov. 17, 1904, New Orleans
 LUCIEN B. HALL, Cleveland.....Oct. 4, 1905, New York

OTHER OFFICERS WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

| Elected. | 1st Vice-Pres'ts. | 2d Vice-Pres'ts. | 3d Vice-Pres'ts. | 4th Vice-Pres'ts. | 5th Vice-Pres'ts. | Secretaries. | Treasurers. |
|----------------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|---------------|
| 1876..... | Robt. Browning. | Arthur Peter. | R. Macready. | John Ewing. | Thomas Lord. | A. B. Merriam. | S. M. Strong. |
| 1877..... | Thomas Lord. | Jas. S. Burdsal. | Daniel Stewart. | Arthur Peter. | Felix Demoville. | " | " |
| 1878 (Feb.) .. | C. F. G. Meyer. | A. A. Mellier. | George A. Kelly. | D. R. Noyes. | William Litterer. | J. W. Plummer. | " |
| 1878 (Nov.) .. | T. H. Hinchman. | W. A. Robinson. | Peter J. Singer. | B. B. Hopkins. | J. B. Wilder. | J. C. Richardson. | " |
| 1879..... | J. C. Richardson. | Robt. Browning. | S. A. Tolman. | Geo. A. Kelly. | (None elected.) | D. R. Noyes. | " |
| 1880..... | C. F. G. Meyer. | John R. Drake. | Jas. S. Burdsal. | C. F. Goodman. | A. H. Jones. | Jas. E. Davis. | " |
| 1881..... | A. A. Mellier. | | M. C. Williams. | Charles West. | R. A. Robinson. | A. B. Merriam. | " |

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

| | | | | | | | |
|-----------|------------------|---------------------|-------------------|------------------|--------------------|----------------|---------------|
| 1882..... | Wm. A. Gellatly. | Geo. A. Kelly. | Geo. K. Hopkins. | Sam J. Hale. | A. J. Wilkinson. | A. B. Merriam. | S. M. Strong. |
| 1883..... | J. McKesson, Jr. | J. J. Thomsen. | Arthur Peter. | F. W. Schulte. | (None elected.) | " | " |
| 1884..... | A. A. Mellier. | Robt. Shoemaker. | Geo. M. Olcott. | I. L. Lyons. | J. C. Fox. | " | " |
| 1885..... | A. H. Jones. | J. C. Richardson. | Wm. A. Rust. | Chas. H. Pettet. | F. A. Faxon. | " | " |
| 1886..... | J. C. Eliel. | Solomon Carter. | M. Cary Peter. | L. A. Lange. | C. F. Goodman. | " | " |
| 1887..... | Solomon Carter. | F. A. Faxon. | J. H. Winkelmänn. | J. A. Demoville. | J. A. Matthews. | " | " |
| 1888..... | P. Van Schaack. | Geo. M. Olcott. | J. C. Richardson. | C. H. Pettet. | H. B. Gilpin. | " | " |
| 1889..... | Daniel Stewart. | J. McKesson, Jr. | M. Cary Peter. | I. L. Lyons. | F. W. Schulte. | " | " |
| 1890..... | R. W. Powers. | H. T. Clark. | W. J. Walding. | Thos. F. Main. | E. C. Frisbie. | " | " |
| 1891..... | J. McKesson, Jr. | D. D. Phillips. | Jas. H. Rhodes. | Chas. Hubbard. | H. B. Gilpin. | " | " |
| 1892..... | J. A. Gilman. | Thos. F. Main. | H. E. Marvin. | W. A. Hover. | E. C. Frisbie. | " | " |
| 1893..... | J. C. Eliel. | W. J. Walker. | John B. Purcell. | John N. Carey. | C. W. Snow. | " | " |
| 1894..... | Theo. F. Meyer. | H. B. Gilpin. | D. D. Phillips. | F. L. Carter. | J. D. Price. | " | " |
| 1895..... | W. A. Hover. | N. Ashley Lloyd. | Jas. R. Owen. | F. W. Braun. | M. A. Fall. | " | " |
| 1896..... | J. A. Gilman. | Jas. McCord. | G. K. Hopkins. | W. P. Redington. | H. W. Evans. | " | " |
| 1897..... | Thos. C. Peek. | E. D. Taylor. | A. W. Clafin. | C. A. Jerman. | Geo. A. Kelly, Jr. | " | " |
| 1898..... | Albert Plaut. | W. S. Mersereau. | Lucien B. Hall. | F. Keeling, Jr. | J. C. Lyons, Jr. | " | " |
| 1899..... | John N. Carey. | F. M. Robinson. | G. G. Minor. | Chas. Cook. | L. A. Lange. | " | " |
| 1900..... | F. S. Churchill. | W. O. Blanding. | E. C. Smith. | H. W. Williams. | C. F. Michaels. | " | " |
| 1901..... | Theo. F. Meyer. | C. F. Cutler. | W. P. Redington. | W. A. Nelden. | H. H. Sinnige. | " | " |
| 1902..... | W. P. Redington. | A. L. Carter. | L. N. Brunswick. | H. W. Evans. | J. M. Hinchman. | " | " |
| 1903..... | M. Cary Peter. | A. B. Stewart. | C. F. Michaels. | J. W. Morrisson. | A. D. Parker. | " | " |
| 1904..... | A. D. Parker. | Wm. J. Schieffelin. | Chas. Cook. | A. I. More. | Carl Leich. | " | " |
| 1905..... | | | Chas. C. Goodwin. | L. D. Sale. | W. T. Harper, Jr. | " | " |

BOARDS OF CONTROL

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

| Elected. | Chairmen. | Other Members. | | |
|------------------|---------------------|------------------|------------------|-----------------|
| 1876..... | C. F. G. Meyer. | | | D. R. Noyes. |
| 1877..... | " | | Henry W. Fuller. | P. Van Schaack. |
| 1878 (Feb.) | Charles C. Reakirt. | R. A. Robinson. | S. Mansfield. | Fred Dohmen. |
| 1878 (Nov.) | James S. Burdsal. | A. Kiefer. | " | Wm. Litterer. |
| 1879..... | W. C. Williams. | Samuel Laughlin. | Otto Junkermann. | Charles West. |
| 1880..... | " | M. Cary Peter. | Fred Dohmen. | Wm. Litterer. |
| 1881..... | C. F. G. Meyer.. | Thomas Lord. | B. H. Huttman. | P. C. Wheeler. |
| | | A. Kiefer. | Sam'l Laughlin. | |

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

| | | | | | |
|-----------|-------------------|--------------------|--------------------|-------------------|------------------|
| 1882..... | W. A. Robinson. | James E. Davis. | John McKesson, Jr. | James Richardson. | I. L. Lyons. |
| 1883..... | James S. Burdsal. | A. A. Mellier. | Louis T. Lazell. | J. W. Rankin. | E. Waldo Cutler. |
| 1884..... | James Richardson. | Thomas F. Main. | Peter J. Singer. | Solomon Carter. | Daniel Stewart. |
| 1885..... | " | Daniel R. Noyes. | H. H. Osgood. | J. W. Rankin. | J. S. Farrand. |
| 1886..... | George M. Olcott. | George K. Hopkins. | Peter Van Schaack. | Robt. Shoemaker. | James E. Davis. |
| 1887..... | " | " | J. W. Plummer. | " | W. A. Robinson. |
| 1888..... | William A. Rust. | A. U. Andrus. | James E. Davis. | F. W. Schulte. | R. W. Powers. |
| 1889..... | " | " | " | Daniel Myers. | E. L. Brown. |
| 1890..... | " | Fred L. Carter. | " | " | John Birks. |
| 1891..... | Daniel R. Noyes. | Alex. H. Jones. | J. W. Rankin. | Geo. K. Hopkins. | J. A. Gilman. |
| 1892..... | M. Cary Peter. | Thomas F. Main. | Thomas A. Cobb. | " | W. H. Schmidt. |
| 1893..... | C. F. Weller. | J. A. Gilman. | J. S. Moffitt. | A. S. Brooks. | B. T. Fairchild. |
| 1894..... | " | M. Cary Peter. | F. A. Faxon. | E. Waldo Cutler. | " |
| 1895..... | " | Fred L. Carter. | " | Daniel Myers. | D. D. Phillips. |
| 1896..... | " | Thomas C. Peek. | W. J. Walker. | James R. Owen. | W. J. Walding. |
| 1897..... | W. J. Walker. | A. Solomons. | C. F. Shoemaker. | " | |
| 1898..... | " | D. D. Phillips. | T. E. Shoemaker. | A. E. Neat. | Charles Cook. |
| 1899..... | C. F. Shoemaker. | J. C. Fox. | J. A. Gilman. | F. A. Dicks. | D. M. Cowan. |
| 1900..... | J. C. Fox. | James McCord. | Fred L. Carter. | M. Cary Peter. | Lucien B. Hall. |
| 1901..... | Lucien B. Hall. | T. E. Shoemaker. | W. A. Hover. | Thomas F. Main. | John N. Carey. |
| 1902..... | " | E. D. Taylor. | G. W. Lattimer. | A. B. Stewart. | Charles Cook. |
| 1903..... | " | H. W. Evans. | A. M. Reid. | C. P. Barton. | C. A. Jerman. |
| 1904..... | " | Fred L. Carter. | W. J. Mooney. | Chas. W. Snow. | J. W. Morrisson. |
| 1905..... | Fred L. Carter. | A. D. Parker. | " | Charles Gibson. | T. F. Van Natta. |

CHAIRMEN OF COMMITTEE ON PROPRIETARY GOODS

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

Appointed

| | | |
|-------------|------------------------|------------|
| 1876 | THOMAS LORD | Chicago |
| 1877 | " " | " |
| 1878 (Feb.) | " " | " |
| 1878 (Nov.) | JAMES RICHARDSON | St. Louis |
| 1879 | WM. A. ROBINSON | Louisville |
| 1880 | JAS. S. BURDSAL | Cincinnati |
| 1881 | DANIEL MYERS | Cleveland |

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

| | | |
|---------|-----------------------|--------------|
| 1882 | DANIEL MYERS | Cleveland |
| 1883 | GEO. A. KELLY | Pittsburgh |
| 1884 | " " | " |
| 1885 | " " | " |
| 1886 | " " | " |
| 1887 | M. N. KLINE | Philadelphia |
| 1888 | " " | " |
| 1889 | " " | " |
| 1890 | " " | " |
| 1891 | " " | " |
| 1892 | " " | " |
| 1893 | " " | " |
| 1894 | " " | " |
| Elected | | |
| 1895 | " " | " |
| 1896 | " " | " |
| 1897 | FRANK A. FAXON | Kansas City |
| 1898 | " " | " |
| 1899 | " " | " |
| 1900 | C. F. SHOEMAKER | Philadelphia |
| 1901 | " " | " |
| 1902 | JOHN N. CAREY | Indianapolis |
| 1903 | " " | " |
| 1904 | " " | " |
| 1905 | " " | " |

ANNUAL MEETINGS

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

| No. | Year | Dates. | Place. | Meeting Held at |
|-----|-------|--------------|--------------|-------------------|
| 1 | 1876* | March 15-16. | Indianapolis | Exchange Hall |
| 2 | 1877 | Feb. 14. | Pittsburgh | Monongahela House |
| 3 | 1878 | Feb. 13-14. | Louisville | Galt House |
| 4 | 1878 | Nov. 13-14. | Chicago | Tremont House |
| 5 | 1879 | Nov. 13-14. | Milwaukee | Plankinton House |
| 6 | 1880 | Nov. 10-11. | Detroit | Russell House |
| 7 | 1881 | Nov. 9-10. | Cincinnati | Grand Hotel |

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

| | | | | |
|----|------|------------------|-------------------------------|---------------------|
| 8 | 1882 | Nov. 8-9. | Cleveland | Board of Trade |
| 9 | 1883 | Oct. 17-19. | New York | Delmonico's |
| 10 | 1884 | Oct. 22-24. | St. Louis | Southern Hotel |
| 11 | 1885 | Oct. 20-23. | Philadelphia | Union League |
| 12 | 1886 | Sept. 27-30. | { Minneapolis } Saint Paul | West Hotel |
| 13 | 1887 | Aug. 23-26. | Boston | Hotel Ryan |
| 14 | 1888 | Sept. 11-14. | Saratoga | Hotel Vendome |
| 15 | 1889 | Oct. 22-25. | Indianapolis | United States Hotel |
| 16 | 1890 | Sept. 29-Oct. 3. | Washington | New Denison Hotel |
| 17 | 1891 | Oct. 19-23. | Louisville | Arlington Hotel |
| 18 | 1892 | Sept. 19-22. | Montreal | Galt House |
| 19 | 1893 | Oct. 9-13. | Detroit | Windsor Hotel |
| 20 | 1894 | Oct. 1-5. | New York | Cadillac Hotel |
| 21 | 1895 | Sept. 2-5. | Denver | Delmonico's |
| 22 | 1896 | Oct. 5-9. | Philadelphia | Brown Palace Hotel |
| 23 | 1897 | Oct. 11-15. | Richmond | Hotel Walton |
| 24 | 1898 | Oct. 17-21. | St. Louis | Hotel Jefferson |
| 25 | 1899 | Oct. 10-13. | Niagara Falls | Southern Hotel |
| 26 | 1900 | Sept. 17-22. | Chicago | International Hotel |
| 27 | 1901 | Oct. 15-19. | Old Point Comfort | Auditorium Hotel |
| 28 | 1902 | Oct. 7-9. | Monterey | Hotel Chamberlin |
| 29 | 1903 | Sept. 8-12. | Boston | Hotel Del Monte |
| 30 | 1904 | Nov. 15-19. | New Orleans | Hotel Somerset |
| 31 | 1905 | Oct. 3-7. | New York | St. Charles Hotel |
| | | | | Hotel Astor |

*A special called meeting was held in St. Louis at the Lindell Hotel on November 15 and 16, 1876.

Thirty-First Annual Meeting
OF THE
National Wholesale Druggists'
Association

HELD AT
Hotel Astor, New York City
October 3 to 7, 1905

FIRST SESSION

TUESDAY MORNING, OCTOBER 3.

President M. Cary Peter, of Louisville, called the meeting to order at 11 o'clock and said:

It is time to call to order the thirty-first annual convention of the National Wholesale Druggists' Association. I am glad to be able to do so promptly.

The first order of business is the introduction of the Chairman of the Committee on Arrangements and Entertainment, Mr. Thomas Penrose Cook, of New York City.

MR. COOK: Mr. President, Ladies and Gentlemen—I would report on behalf of the Committee on Arrangements that they have discharged their duties to the best

of their ability. They have provided for five sessions of the Association, a suitable place to meet in, and the entertainment feature has been properly looked after. You will find the various entertainments scheduled on the program. In behalf of my committee I ask that you be as prompt as possible for the various entertainments, especially the carriage rides for the ladies, who are requested to be at the Forty-fourth street entrance promptly at the hour indicated.

It becomes my painful duty to apologize for the absence of the gentleman who should have delivered a speech of welcome to-day. He has assigned reasons that seem good to him for his absence, if not to us, but you *are* welcome; and I wish, not only on behalf of the city, but of the merchants and manufacturers in this community, to bid you welcome. I trust your stay among us will be a pleasant one and when you go away you will carry with you many pleasant recollections and feel that you have left behind you friends, indeed. (Applause.)

PRESIDENT PETER: The next order of business is the calling of the roll, which, according to custom, will be dispensed with, as the register will constitute the roll. The register will be found at the other end of this hall on this floor, and those who have not registered will please do so.

The minutes of the last meeting having been published, of course it is not necessary to read them, and unless objection is made they will be considered as approved.

The next business is the reception of delegates. Are there any delegates from the National Association of Retail Druggists?

RECEPTION OF DELEGATES

SECRETARY TOMS: Mr. President, I have here the credentials of the following named gentlemen as delegates to this convention from the National Association of Retail Druggists: Messrs. J. C. Gallagher, Jersey City, N. J.; Charles Rehfuss, Philadelphia, and A. Clayton Searles, New York.

PRESIDENT PETER: We will be glad to hear from Mr. Gallagher or any of the other delegates from the National Association of Retail Druggists.

MR. J. C. GALLAGHER: Mr. President and Members of the National Wholesale Druggists' Association—The delegates from the National Association of Retail Druggists have a few matters to take up with you which we will do at a later session. We will not take your time now, but will extend to you the warm and hearty greetings of the National Association of Retail Druggists to the National Wholesale Druggists' Association, and we sincerely hope that the meetings will be as beneficial to your members as the meeting of the National Association of Retail Druggists, which was recently held in Boston, was to its members.

PRESIDENT PETER: I will say that we are glad to have the delegation from the National Association of Retail Druggists with us, and I will ask Mr. M. N. Kline, of Philadelphia, to respond.

MR. M. N. KLINE: This is so sudden, Mr. President

and gentlemen, that I suppose the only thing for me to do is to make the same speech on this occasion which I have made on similar occasions in responding to the greetings of the delegates from the National Association of Retail Druggists, for some three or four years in succession, because I have not had any notice to prepare a new speech. That speech was published in last year's proceedings. All the members can refer to it if they wish. I can not recall it word for word, but it is something like this: We are proud to have the representatives of the National Association of Retail Druggists with us; we are proud to have been present at its birth seven years ago in the city of St. Louis. We helped to nurse it, Mr. Horlick and I helped to feed it, and we are proud that in a few years—in the brief span of seven years—it has come to such proportions that we not only stand with respect, with our hats off, some of us with our hair off, but we all stand before it in fear and trembling, because they have acquired an influence and a power that merits recognition.

We are glad to observe that the good example which we set them—we older men who started out in 1876, although I did not start until 1882—of an organization which has been continuously successful in that which it has undertaken to do, has been followed by them. Our friends of the National Association of Retail Druggists have been progressive; they have been wise; they have shown themselves to be able men and so I say that we are glad they have followed our good example in that particular. We are glad that in their deliberations they have been unselfish. I believe they have followed our example in that particular. They have not worked alone for the interests of the retail druggists, but they have constantly kept in mind that this is a tripartite arrangement, and that

which was for the interest of the retailers must in a measure be for the interest of the wholesalers, and certainly was for the interests of the manufacturers. So, Mr. President, we are proud of their record; we are glad to have them with us, and we hope that they will continue to prosper in the future as they have in the past. I want to make just one request of these gentlemen. Now, when you get to be so big, and so influential, and so strong, don't forget the parent organization and its members, and try to crowd us poor fellows to the wall. (Applause.)

PRESIDENT PETER: I am afraid if we had given notice to Mr. Kline we should not have had such a good speech. The next association to be heard is the Proprietary Association of America.

SECRETARY TOMS: The delegates from the Proprietary Association of America to this meeting are the following-named gentlemen: Messrs. William H. Gove, Lynn, Mass.; Dr. V. Mott Pierce, Buffalo, N. Y.; Charles A. Rucker, Atlanta, Ga.; H. B. Harding, New York; Harry H. Good, New York.

PRESIDENT PETER: We would be very glad to hear from the delegates representing the Proprietary Association of America, if any of the gentlemen named are present.

MR. W. H. GOVE: Mr. President and Members of the National Wholesale Druggists' Association—I am charged with the pleasant office of extending to you fraternal greetings on behalf of the Proprietary Association of America, and of wishing that your present meeting may

be as successful and pleasant as your previous meetings have always been.

This custom of meetings, conferences, discussion and joint action by persons belonging to the same trade or profession is an interesting development. Sometimes it has seemed as if those who are engaged in the same business looked on each other with feelings little different from those of competitors and rivals, but it has come to be understood in nearly all lines of business that there are many questions of common interest to the persons engaged in similar business and occupations, and that by joint action on such questions they may accomplish much mutual good. Hence it has become the custom for such individuals to meet for the advancement and promotion of the common occupation and common business; and so you have come together year after year in the different centers of the country and the different places of interest to confer together for the common good of your calling. You have brought the ladies of your families; you have provided entertainments, visited objects of interest, and you have gone away not only benefited in your business relations, but you have made friends among those engaged in similar callings; and in addition you have gone away with pleasant recollections which endure through life.

Now, Mr. President and gentlemen, between the proprietors and wholesalers there can be no room for rivalry. They are not engaged in any competitive pursuit. They are engaged in different branches of a common line of business, the one in the manufacture and the other in the distribution of useful and almost indispensable products. It would be too much to say that there are no occasions for differences and opposition. There is always the ques-

tion of price. There is sometimes the question whether one party may not be crowded out of a field which he thought belonged exclusively to him by other people. But these matters are usually adjusted without much difficulty, and from the fact that honorable men deal together year after year, especially if they meet personally, there naturally is created a feeling of real regard and respect, often a feeling of personal regard and respect which grows stronger as time goes on. The fact that this feeling of mutual esteem exists makes it possible to adjust most of the difficulties which may arise in a business way among the members of a given profession or occupation. I believe that such has been the case between the proprietors and wholesalers, and because of this their relations are harmonious and satisfactory and are likely to continue so.

It is fortunate that the proprietors of America have to deal with so substantial and so respected a trade. It is a circumstance which relieves them from very much of the annoyance commonly experienced in business. It seems to me that to deal with the wholesalers in the drug business is like dealing with a bank. As I look back on my own business experience, having, of course, to deal very extensively with wholesale druggists, perhaps not so extensively with banks, I am sure I have lost more money through my experiences with the banks than I have through my experience with wholesale druggists.

The business of manufacturing and selling proprietary medicines, which is the business of the proprietors, and which is a large part of your business, is a business which adds very much to the convenience and welfare of the people of the country. It is a business which has become well nigh indispensable; the products of the proprietor

have become of such great and general use that if they were luxuries at the beginning they have finally come to be looked upon as necessities. There are many who are envious of that business, made so perhaps by an exaggerated idea of the profits which it brings. There are many who are jealous of it; there are many who are hostile; there is a great deal of endeavor to arouse suspicion and prejudice against these products, and these adverse sentiments have been heard recently more than has usually been the case. But I think that the people of the country, on reflection, will take those criticisms at their true value. I know that the members of your Association know how little worthy of credence these false and sensational statements are, and I believe that those engaged in all branches of the trade will be able to maintain this business in that position of respect which it so well deserves. (Applause.)

PRESIDENT PETER: Will Mr. John N. Carey, of Indianapolis, respond to the address of greetings from the Proprietary Association of America, which have just been presented by Mr. Gove.

MR. JOHN N. CAREY: Mr. President and Gentlemen—I assure you I rise with feelings of awe to respond to the address of greetings from the Proprietary Association of America. In this day when everything seems so prosperous in this great city of New York, where we see evidences of wealth on every hand, it seems to me that we are very much in the minority here, we jobbers who are working for the Proprietary Association. It reminds me of a lecture by a professor to the graduating class in a commercial college. He said: “Young gentlemen, there is a rule of business that if you buy an article for \$1 and

sell it for \$2 you are making a fair profit on your investment, that is, unless you are the manufacturer of a patent medicine."

It seems to me that we should do what we can to work together with the proprietors for our mutual benefit. I notice in New York that the people are so busy here that they do not observe things like most of us do who come from the west. I heard the story of a gentleman walking along the street on a rainy day in New York who noticed a young lady tripping across the street. He was very much shocked to see her raise her skirts rather high. When she came across the street he said, "I beg your pardon, miss, but it seems to me that you raised your skirts rather high. I think it is rather immodest." She said, "Well, haven't I a perfect right?" He said, "Indeed you have, and a very beautiful left." Now, Mr. Chairman, I don't know that I can say anything more except that all three associations, the retailers, the wholesalers and the proprietors, are working for the same end, and we should always continue to do so. It is the only salvation for all of us. (Applause.)

PRESIDENT PETER: We have some delegates from the American Pharmaceutical Association. The Secretary will announce the names of these gentlemen.

SECRETARY TOMS: We have the credentials of the following named gentlemen as delegates from the American Pharmaceutical Association: Messrs. Charles Holzhauer, of Newark, N. J.; William C. Alpers, of New York; William C. Wescott, of Atlantic City, N. J.; Caswell A. Mayo, of New York, and Ralph B. Gable, of New York.

MR. CHARLES HOLZHAUER: Mr. President and Gentlemen—I bring you the heartiest greetings of the American Pharmaceutical Association. While we are working along a somewhat different line from that which you follow in your organization, at the same time we are so closely allied that our interests can not well be separated. The wholesalers can not do without the retailers, nor can the retailers do without the wholesalers, and that relationship, which is so close, has invariably resulted in the greatest good when both the wholesalers and the retailers have recognized their mutual interdependence and have sought to assist one another.

I know that our Association has always been very close to this Association and has always desired the most cordial and harmonious relations to exist between the two. Personally, I number among the wholesalers some of my warmest and best friends, with whom I have had business relations for years. While you are engaged particularly in considering the weighty commercial matters of the drug trade, our efforts are engaged in that which interests retailers more particularly, rather along the lines of scientific work, Pharmacopoeia and National Formula matters. We have at the present time in print and ready to be issued in a few months a new edition of the National Formulary which we think will be the best ever issued.

I know I bring the best wishes of all the members of our Association, and we hope that you will have a pleasant and profitable meeting in New York City. If you can send a delegate to our meeting in Indianapolis next September he will be heartily welcomed. We hope that the relationship between us which has been so pleasant in years past may be continued in the future. (Applause.)

PRESIDENT PETER: I request Mr. Frank A. Faxon, of Kansas City, to respond to the words of welcome of Mr. Holzhauer.

MR. FAXON: Mr. President and Gentlemen—I think the President has made a slight mistake in calling upon me to respond to the greetings of the American Pharmaceutical Association, because this morning he told me he wanted me to respond to another delegation, so that I am a little bit taken by surprise and a little off my feet. I feel as one of our late lamented Presidents, Mr. Daniel Stewart, of Indianapolis, expressed himself, when he had been called upon on an occasion like this. He said he felt very much afraid when receiving an invitation of this kind, because he was always a little timid at the first session of a convention. He did not quite feel sure of himself in regard to speechmaking. I feel the same way. What little speaking ability I may have increases as the convention proceeds, but it is always entirely lacking at the first stages of the proceedings, so that I am at a disadvantage, Mr. President and gentlemen; but I am glad to respond to the address of the representative of the American Pharmaceutical Association.

The American Pharmaceutical Association is an honored organization, one that has years of honorable service to its credit. I can say that in all sincerity, and without the feeling that a ward politician has when he addresses a ward meeting. In Philadelphia I understand that in times past there was a large part of the voting population to whom it was unnecessary to appeal, because they had long since been dead, but in the future I believe that seekers for public office in Philadelphia will only appeal to live men and will only receive the votes of live men.

They have good material in Philadelphia to bring about reforms, and we have one of the most active of those reformers with us this morning. I admire the position he has taken over there in the great work of redeeming Philadelphia. But this is, perhaps, digressing.

I have been near to the retail druggists for a great many years. For quite a period I was one of them, lived among them, and since that time I have lived off of them with indifferent success. What interests them and redounds to their good I feel comes to us as well. We are in sympathy with them.

I had really trimmed my sails to answer an address of greetings from the representatives of the National Association of Retail Druggists, and I am having a little difficulty now in tacking, so that I may get the right course. As I understand, we are all practically engaged in the same thing and trying to work for our own interests and the interests of each other. One of the most hopeful signs of the present time is the fact that these business organizations are increasing in numbers, in influence and in character. Men are growing nearer together all the time. I have kept a fairly accurate record in my mind of the course of the American Pharmaceutical Association, and so far as I know of their aim and purpose and success, it is in the line of clean goods and pure goods, which is a matter which appeals to every honorable wholesale druggist. They have labored long and succeeded well, and it is a great pleasure to have them with us. We wish them all success. This country is becoming, is in fact, very prosperous, and we want them to prosper. Under the leadership of the matchless man in Washington, this country to-day occupies a position higher than it ever did before, and we little realize, I believe, what this country is

accomplishing and what it stands for throughout the civilized world. I am impressed with the growth of this city. Eleven years ago we met here and it was difficult even then to find a hotel large enough to accommodate this body. We scattered around among different hotels and held our meeting in a restaurant. Here we are to-day in this magnificent hotel, with ample accommodations, with any number of similar hotels within a radius of half a mile, either opened or to be opened. This shows the growth of the city. As New York is progressing, so is every other section of the country. Let a man who has lived in New York go abroad and come back in ten years, and he can form an idea of what the rest of the country is doing. The progress of this country is simply marvelous.

I want to say to the gentlemen representing the American Pharmaceutical Association that we listened to the address of Mr. Holzhauer with a great deal of interest. We are glad that he and his compatriots are here. We hope to have the pleasure of meeting them often, and we wish them all success.

PRESIDENT PETER: We have a delegation from the New Jersey Pharmaceutical Association, and the Secretary will announce the names.

SECRETARY TOMS: The following named gentlemen have been appointed as delegates to this convention from the New Jersey Pharmaceutical Association: Messrs. William O. Kuebler, of Newark; Clarence P. Smith, of Newark; George J. Seabury, of New York; T. C. Wheaton, of Millville; James C. Field, of Somerville; Edward A. Sayre, of Newark.

MR. W. O. KUEBLER: Mr. President and Gentlemen—The New Jersey Pharmaceutical Association, the oldest organized body of pharmacists, extends to you a warm and fraternal greeting, with the hope that you will enjoy to the fullest extent this elegant program made for your entertainment. May your regrets be not in the coming, but in the going, is the wish of the New Jersey Pharmaceutical Association.

PRESIDENT PETER: I request that Mr. C. F. Shoemaker, of Philadelphia, will respond to the address of the delegate from the New Jersey Pharmaceutical Association.

MR. C. F. SHOEMAKER: Mr. President and Gentlemen—I am always pleased to be called upon to respond to any address from an association of retail druggists, but it seems to me that I ought to be particularly pleased on this occasion, because I am originally a Jersey man myself, and I know the merits of that beautiful state and her inhabitants. It is a matter of record that the most enterprising portion of the mercantile men of Philadelphia is recruited from her sister state, New Jersey.

It has always seemed to me that these addresses of welcome and the responses were regarded in a certain sense as a perfunctory sort of an affair, the simple telling of "the same old story in the same old way," but I do not so regard it. It seems to me that these little pleasantries which we exchange year after year really have some practical effect in bringing us closer together. I say this because it is a matter of regret to me that every retail druggist in the land does not feel the absolute necessity, I do not say advisability, but the absolute necessity of belonging both to his state pharmaceutical association and

also to the National Association of Retail Druggists. So much has been accomplished by both these classes of organizations in recent years that I do not exactly understand why any retail druggist, even one who is conducting a business on the smallest scale, should feel it a hardship to contribute a sum which in any case would not amount to more than the cost of one cigar a day, and yet there are a considerable number of retail druggists who fancy for some reason or other, some reason which perhaps they can see but we can not see, that they are not in position to be benefited by this sort of Association work. I heard a story the other day which I think might be applied to a case like this, and this story, I may add, by the way, is reputed to have been told by our honored president. Personally, I do not believe our esteemed presiding officer ever told the story, because it is a Sunday-school story, and I never heard him accused of familiarity with Sunday-school affairs. The story is that a speaker of considerable experience was invited to address one Sunday afternoon a class of boys, and he proceeded with his usual stock address, and in the course of the address he undertook to enumerate the many benefits received, how the boys had been provided by their Creator with two eyes to see, a nose to smell, two ears to hear, a mouth to eat, and feet with which to walk and run. He got that far, and saw a small boy frantically waving his hand. He stopped and said: "My boy, what is it?" The boy replied: "I am built wrong." The speaker said: "Built wrong; what do you mean?" The boy answered: "Why, my nose runs, and my feet smell." So it seems to me that there are a considerable number of retail druggists who imagine that in some way they are built wrong, that they are not in position to take advantage of the very many

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benefits which are simply laid at their door. Any step which tends to bring the advantages of organization to the attention, particularly of these men, is pressing forward, and the existence of these state pharmaceutical associations, and the work which they are doing all the time is a work which commends itself to us and which we ought to heartily indorse in every way. I am sure that we all appreciate to the full extent the value of this work.

PRESIDENT PETER: Notwithstanding our honored ex-president does not think I go to Sunday-school, or ever did go, I want to tell him that I did go to Sunday-school for many years, and I never heard that story in Sunday-school in all my life.

The next Association which has sent delegates to this meeting is the Metropolitan Association of Retail Druggists.

SECRETARY TOMS: The Metropolitan Association of Retail Druggists has designated as delegates to this meeting the following named gentlemen: Messrs. Peter Diamond, A. C. Searles and Jacob Diner, New York.

MR. PETER DIAMOND: Mr. President and Gentlemen—The Metropolitan Association of Retail Druggists, the youngest child of the National Association of Retail Druggists, bids you welcome to the city. Knowing that your deliberations are of a serious character, we hope that they will tend to bring the retailer and wholesaler more closely together. In these days of strenuous effort on the part of the retail druggist to better his condition throughout the United States, we believe that it is generally understood that the good will of the retailer is im-

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portant to the welfare of the proprietor, and that you wholesalers are a very important factor in our struggle. We are here to extend to you the hand of welcome and to ask of you a helping hand in our struggles. We recognize that it is up to you every time. Of course, the outcome of our struggle is primarily for the benefit of the retailer, but it is also to the very great advantage of the wholesaler. I again bid you welcome to the metropolis of greater New York.

PRESIDENT PETER: I will ask Mr. L. B. Hall, of Cleveland, to respond to the remarks of Mr. Diamond.

MR. LUCIEN B. HALL: Mr. President and Gentlemen of the National Wholesale Druggists' Association—It affords me great pleasure to respond to the address of welcome extended by the Metropolitan Association of Retail Druggists. I assure them that we appreciate their being here with us. While our friend says that that Association is the youngest child of the National Association of Retail Druggists, I am quite certain that if the Association continues to grow, as it no doubt will, it will be the largest and strongest of all the branches of the National Association of Retail Druggists. We are pleased to know that a child is born to the National Association of Retail Druggists in this district, and we hope that it will grow to a position where it will be one of the strongest upholders of the parent organization. I have no doubt whatever that the formation and work of the Metropolitan Association of Retail Druggists will be of great and lasting benefit to the retail drug business of this city and the country. I hope they will be invited to meet with us at all of our sub-

sequent meetings. This Association bids them a hearty welcome.

PRESIDENT PETER: We have heard from all the delegates of allied and kindred associations, who have signified their intention of sending delegates to this meeting. Are there any other delegates who have not been heard?

It has been the custom of the Association to extend the privileges of the floor to the accredited representatives of these associations. I trust that the gentlemen who are present representing such associations will accept that privilege at any time they may see fit to do so.

INVITATION FROM THE NEW YORK TIMES

Secretary Toms read a communication from the *New York Times* inviting the members of the Association to visit the *Times* building on Thursday evening, and inspect the operation of the plant.

MR. KLINE: I move that the invitation be accepted, if it is consistent with the arrangements of the local committee, because I feel quite sure that the members will be interested in making this visit.

(Motion seconded and carried.)

INVITATION FROM DRUG TRADE SECTION OF NEW
YORK BOARD OF TRADE AND TRANSPORTATION

Secretary Toms read the following invitation from the Drug Trade Section of the New York Board of Trade and Transportation:

NEW YORK, October 2, 1905.

Mr. Joseph E. Toms, Secretary National Wholesale Druggists' Association, Hotel Astor, New York City:

DEAR SIR—The Drug Trade Section of the New York Board of Trade and Transportation, representing the wholesale drug, chemical and allied trades and manufacturers of New York City, extend greeting to the members of the National Wholesale Druggists' Association.

The members of the N. W. D. A. are cordially invited to visit our rooms and to use them freely for appointments with friends or consultations with business acquaintances, or to spend an idle hour. Telephone, writing and other facilities will be at your disposal.

We hope all the members of the N. W. D. A. will regard our rooms as the downtown headquarters of the Convention while they are in the city.

Mr. McConnell, the Secretary of the Section, will be found on duty and anxious to extend to you every courtesy.

The headquarters of the Drug Trade Section are at the Mail and Express Building, Fulton street and Broadway, opposite St. Paul's church. The Fulton street station of the Subway is at the door; the Broadway surface cars pass the building, and the Sixth avenue and Eighth avenue surface cars pass within one block.

Very respectfully yours,

I. F. STONE,

Chairman Drug Trade Section.

MR. F. A. FAXON: I move that the invitation be accepted with thanks.

(The motion was seconded and carried.)

COMMUNICATION FROM NATIONAL HARDWARE
ASSOCIATION FAVORING ONE-CENT
LETTER POSTAGE

A letter was read by the Secretary from Mr. George T. McIntosh, of Cleveland, chairman of the Postal Committee of the National Hardware Association, as follows:

CLEVELAND, September 30, 1905.

*Mr. Lucien B. Hall, National Wholesale Druggists' Association,
City:*

DEAR SIR—The matter of one-cent letter postage is a very important one to the members of your Association, and would probably mean a saving to these members of many thousands of dollars. Furthermore, it is only right that letter postage be reduced from two cents to one cent, as at the present time first-class mail matter furnishes about 90 per cent. of the revenue and only about 12 per cent. of the tonnage, and even if the postage should be reduced to one cent the profit to the government would still be about three-fourths of a cent for each letter.

In view of this situation the National Hardware Association are working up a sentiment on one-cent letter postage with a view of having the matter brought before Congress in the near future, and as chairman of the Postal Committee of the National Hardware Association I will consider it a favor if you will have your association adopt the following resolution:

"We recommend that the various trade bodies and commercial organizations throughout the country make strenuous efforts to induce Congress to enact a bill providing for one-cent letter postage."

If you will have this adopted and send me a copy of it, I will appreciate the favor.

Yours truly,

GEORGE T. MCINTOSH.

PRESIDENT PETER: The communication just read will be referred to the Board of Control.

(First Vice-President A. D. Parker, of New Orleans, in the chair.)

President Peter then read the following address :

THE PRESIDENT'S ADDRESS

To the National Wholesale Druggists' Association:

GENTLEMEN—For the third time this organization meets in the commercial metropolis of the United States. A city whose splendid advancement is the pride of every loyal American; whose hospitality is not so much talked about as felt; of which it may be truly said at the last: "I was a stranger and ye took me in." The Association has met here about once in each ten years of its existence—a fitting evidence of the regard in which New York is held by the large cities of the country. I am disposed to think that the thing that makes us seem provincial as compared with this metropolis is not that we completely lack the best, but that everything in New York is of the best. A man of special talent in any other section of the country would find himself recognized immediately as belonging in the front rank; here he finds a world of people possessing equal talent with himself and gains a new conception of his place in life, hence it is well that we should come at frequent intervals to get a standard of ability and worth and be forced to recognize the fact that the modicum of wisdom upon which we pride ourselves so highly when at home is but an atom in the ocean of experience. When this Association was formed New York was then the head and front of commercial enterprise of America; she had taken her place among the cities of importance in the world, was the port of entry and of exit to one of the great producing and consuming countries on the earth, but a glance will show that the New York of thirty years ago can in but few things compare with the splendid city of to-day. Everything that has marked the growth of our country has left its imprint upon our principal city; everything that has cultivated the people in this bright and happy land has shown its

beneficent effect upon our commercial metropolis, until to-day she is second to none in the civilized world. Two years ago we met in Boston; a year ago in New Orleans; to-day in New York. It is just as warm and bright and cheerful here as in either place we met before. The hand shakes are just as hearty, the hospitality just as generous, the welcome just as cordial in one section of this land of ours as in another. The descendants of the Cavalier and the Puritan alike have been modified in their opinions, their ambitions and their lives, by the boundless plenty that has been poured upon this land of liberty; the views of each have been broadened by the magnificent prospects of illimitable fields of enterprise given to Americans in the fertile valleys, the mineral beds and the splendid fisheries. The country is almost as boundless as imagination. Since we last met, through the splendid enterprise, sound judgment and bravery of the representative of our American institutions, peace has once more spread her wings over all the earth. What other country ever produced a man who so closely followed the footsteps of "the Prince of Peace," and who so persistently and kindly urged the "beating of spears into pruning-hooks and of swords into plowshares?" How many lives have been saved and how much misery has been spared by the good offices of this country will probably never be known, but the satisfaction of having brought peace to millions of humanity would seem to me to surmount in value any reward that might be gained by conquest. We are to-day, in fact, what Mr. Webster said we should have been, and were in theory, a century ago—"Americans all."

During the year just closing, so far as our particular line of industry is concerned, there has been little else but prosperity. Values as a rule have been well sustained; collections have been good and failures have been few. That there has been occasional friction goes without saying, but so far as I know, nothing of this nature now exists. Differences have been quickly adjusted wherever they have arisen, and the spirit of the members of the Association seems from year to year to grow along the lines of confidence, respect and fraternity. The large personal acquaintance

which now exists between the Wholesale Druggists of the United States and Canada, and which should be carefully maintained, is, in my judgment, the greatest source of strength and unity that is possible. There is scarcely a member of this Association who is not personally known to all of the others. His place of business and his home alike are known to all of us, and each can almost see the other at his desk and see the movement of the features of his face as one reads a letter emanating from his pen. Should any special service be required, scarcely any thought is necessary to select the man who can best perform it. Never once a doubt of his willingness interferes with asking him to do it.

The terms thirty days, one per cent., which were unanimously suggested at New Orleans, have been adopted and put into effect, so far as I know or believe, all over this land. This alone indicates the unanimity of purpose and faithfulness in performance and the success of any reasonable enterprise suggested by this Association.

From the beginning one of the most difficult problems presented has been the securing of reasonable compensation for handling commodities having a determined quality and a fixed price. Years ago what we know as the rebate plan was devised, and from the beginning has been reasonably well kept. It seems to me unfortunate that in the beginning it was not seen to be necessary to make the principle apply from the manufacturer to the consumer, as we all now know it must be to be effective. Many methods have been suggested, tried and have failed to succeed. This Association, comprising as it does and should do, all the wholesale agents of the manufacturers for the distribution of their goods, has always held itself in readiness to co-operate with any plan for the protection of the public against fraud, the proprietors against substitution, and their agents against pecuniary loss. It seems to me, after careful consideration of the subject, and ample opportunity of observing practical working of the direct contract and serial numbering plan, that this is the only thing that has been tried that has proven to be successful, and while it will be somewhat expensive and laborious, a reason-

able share of the expense which the plan entails upon us should be, and I believe will be, cheerfully borne by the proprietors. The labor should be performed by those upon whom it will inevitably fall with equal good will and faithfulness. That the execution of the plan involves labor and expense to the wholesale distributing agents is plain at a glance, but the ancient proverb, "Nothing without labor," applies with no greater force here than elsewhere, and I would earnestly urge that this Association manifest its hearty approval of this method until future generations may find out a better. This much we certainly owe to our retail friends who desire to protect our interest and see that we have our fair share of the compensation for the necessary labor required to put into effect this plan. We owe it to ourselves as well to give faithful and earnest support, as we have promised we would do, to any legal plan that they might devise which might have reasonable and just basis for success; ever keeping in mind that the laws of our country, upon which the constitution of our Association is based, and by which it is circumscribed, always have been and shall be in all our future actions, the imperative guide by which our Association shall at all times be governed in the conduct of its business.

It seems to me that the day is past when one may expect to reap reward other than by the employment of every energy and the application of every economy. The fact that things are so abundant, that money is so cheap and ability possessed by nearly every American, makes it hard to get large returns for any effort, but this is the very condition of things at which our ancestors aimed, and we should be proud of its existence. One occasionally hears a reference to the "good old days," but I believe there never was a time in the world's history when such days, such opportunities, such abundance, such high ideals, such glorious characters, existed everywhere as are found to-day in this new world of ours.

The situation with the pharmaceutical manufacturers seems far from satisfactory. Some years ago they established their prices, giving the jobber a reasonable compensation for carrying their

stock and dispensing their goods to retailers. In a few years competition between the various brands of pharmaceuticals brought about a condition which the manufacturers claimed required them to put certain large retailers upon the same basis as jobbers. While this seemed not to be just, it was promised that it would be confined to a few large retailers in the larger business centers. Since its introduction, like all evils, its growth has been phenomenal, until to-day the list of preferred customers seems to be limited only to retail dealers who are financially strong enough to buy a few hundred dollars' worth of the manufacturer's products. Recently has been added to this evil that of selling certain chemicals at, or near, the cost of production directly to the retail trade. I would recommend that the Pharmaceutical Committee take this matter up with some vigor, else we shall find ourselves not only handling goods for the benefit of those retailers who are too small to buy direct, but having as a competitor the manufacturer who sells side lines at cost, and these side lines may grow until the whole line of chemicals will return no compensation for handling them. The very extreme to which this has gone in the beginning may render it more readily handled than if it had begun more insidiously.

The census bureau in forming their interrogatories for the purpose of ascertaining the characters and extent of various industries in this country, it seems have interjected some that are objectionable in that they constitute an undue prying into private enterprises. My attention was called to it through the good offices of the *Oil, Paint and Drug Reporter*. I appointed a committee with whom the census officers might confer, as the bureau had indicated its desire to conform its questions to only such just inquiries as any of us would be glad to have replied to. This committee consists of Messrs. Albert Plaut, New York, chairman; Dr. William Jay Schieffelin, New York; C. F. Shoemaker, Philadelphia; Milton Campbell, Philadelphia; V. Mott Pierce, Buffalo. I would suggest that provision be made for such a committee, as I was somewhat in doubt as to whether the President had a right to make such an appointment. However, in the emer-

gency I did so, presuming upon the kindly consideration and support of the Association in an endeavor to look after the general interest.

Since our last meeting in the beautiful city of New Orleans just one year ago, they have been visited by the yellow fever. We all have rejoiced with them in the promptness with which it was brought under control, the quick response which was made by the country at large and the federal authorities when they were called upon to assist in stamping out this plague, which at an earlier season in our history beginning as it did, in midsummer, would have swept the whole southland in dire calamity and death, but which to-day under modern handling and as the result of sparing neither men nor money on the part of the government, investigating the causes of the scourge, the best methods of preventing its spread and for eliminating its effects on the people already smitten, has reduced to a minimum the horror with which we all viewed the approach of this awful scourge. This is another evidence of the value of united, intelligent and unselfish efforts in any direction. This illustrates most forcibly how each of us should bear his part in any labor that may be next his hand, which may result in the general good, or even may produce a beneficent effect, and in which he himself may have no part or parcel.

This to my mind is the spirit of modern civilization. Not how much each can get, but how much each can give. Not narrowly to weigh the direct results which may come in return for tiresome toil, but to consider that any contribution to the general betterment of mankind becomes a duty imposed upon the person near whose hands the opportunity offers.

I wish to thank the members of each committee for the faithful and intelligent manner in which they have performed their duty; their prompt response in taking up the task assigned them, especially the Proprietary Committee, upon whom falls a heavy burden. I am sure that it is needless for me to reiterate the statement that the honor conferred upon me by the Association has been esteemed most highly. Your courtesy and consideration

through my entire term of office has been very great, and has made it one of the greatest pleasures of my life to have been in position to serve so many friends and to have met such generous support.

VICE-PRESIDENT PARKER: Gentlemen, you have heard the address of our esteemed President. What is your pleasure regarding it?

MR. C. F. SHOEMAKER: I move that the address be referred to a special committee for consideration, as is usual in such cases.

(The motion was seconded and carried.)

COMMITTEE ON PRESIDENT'S ADDRESS

VICE-PRESIDENT PARKER: I will appoint as such committee Messrs. C. F. Shoemaker, Philadelphia, chairman; C. H. West, St. Louis, and J. M. Hinchman, Detroit.

President Peter resumed the chair, and Mr. Charles F. Cutler, of Boston, as chairman of the Committee on Membership, presented the following report:

REPORT OF THE COMMITTEE ON MEMBERSHIP

To the National Wholesale Druggists' Association:

Your Committee on Membership takes pleasure in presenting the following names for your consideration:

FOR ACTIVE MEMBERS.

John Schaap, Fort Smith, Ark.
Richards & Co., San Francisco, Cal.
F. A. Tschiffely, Jr., Washington, D. C.

Florida Drug and Chemical Co., Jacksonville, Fla.
Southern Drug Mfg. Co., Jacksonville, Fla.
Humiston, Keeling & Co., Chicago, Ill.
Cook, Bell & Black, Terre Haute, Ind.
Conger Drug Co., Shreveport, La.
Carr, Owens & Co., Baltimore, Md.
Gilbert Bros. & Co., Baltimore, Md.
Heineman Drug Co., Baltimore, Md.
The Loewy Drug Co., Baltimore, Md.
Jackson Drug Co., Jackson, Miss.
Eimer & Amend, New York, N. Y.
Henry Klein & Co., New York, N. Y.
Goldsboro Drug Co., Goldsboro, N. C.
Justice Drug Co., Greensboro, N. C.
Vaughn-Crutchfield Co., Winston-Salem, N. C.
Archer & Schanz Co., Portland, Ore.
Lancaster Drug Co., Lancaster, Pa.
Fritts & Wiehl, Chattanooga, Tenn.
Western Drug Co., Abilene, Texas.
E. R. Roach Drug Co., Amarillo, Texas.
Vaughan-Robertson Drug Co., Richmond, Va.

FOR ASSOCIATE MEMBERS.

A. C. Meyer & Co., Baltimore, Md.
Joseph Middleby, Jr., Inc., Boston, Mass.
Prince Medicine Co., Cambridge, Mass.
P. E. Anderson & Co., New York, N. Y.
The Tyler & Finch Co., New York, N. Y.
Duffy Malt Whiskey Co., Rochester, N. Y.
Bruening Cork Co., Oakdale, Pa.

Respectfully submitted,

October 2, 1905.

CHARLES F. CUTLER, *Chairman*.

PRESIDENT PETER: This report will be posted for twenty-four hours, under our rules. It is customary, I

believe, to offer the privileges of the floor to those whose names have been proposed by the Membership Committee, during the interval pending their election, and such privilege is extended to them.

We will now receive the report of the Secretary.

Secretary Toms presented the following report:

REPORT OF THE SECRETARY

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

Your Secretary feels that he owes an explanation and apology to our members for the unusual delay in the publication of the proceedings of our last annual meeting at New Orleans in November, 1904. In connection with his duties as Secretary of the Committee on Proprietary Goods, he was so fully and continuously occupied during the last month of 1904 and the first two or three months of 1905 with the tremendous volume of correspondence necessitated by the work of securing the adoption of thirty days and one per cent. by wholesale druggists all over the United States that he had scarcely any time to devote to the compilation of the New Orleans report until the new terms were gotten into satisfactory shape. This reform is one of such great value to the entire trade that he is confident our members will excuse him for the unavoidable delay in the publication of the proceedings, which were finally completed and distributed in May.

There were over fifty new members elected at the New Orleans meeting, and in order that each of them should be provided with a copy of the proceedings, the edition was increased from 600 to 650 copies, of which an ample number remains on hand to supply future demands.

The Secretary calls attention to the fact that he inserted in the New Orleans report a table giving the names of the Chairmen of the Committee on Proprietary Goods from the organization of the Western Wholesale Druggists' Association (the parent of

this body) up to date. This Committee has always been a most important one, and commencing with the year 1895, its Chairman has been elected annually by the Association. In view of these facts, your Secretary felt that our members would be glad to see a list of its Chairmen made a permanent feature of the annual report.

If there is any other information which our members would like to have incorporated in the report, or if they believe the book can be improved in other directions, the Secretary would be pleased to hear from them, as he is anxious to make the volume reflect credit upon the Association and give satisfaction to our members in every way.

In January your Secretary was requested by Mr. E. P. Bacon, Chairman of the Executive Committee of the Interstate Commerce Law Convention, to send a circular to our members requesting them to use their influence with their Senators and Representatives in Congress in behalf of legislation to give greater effectiveness to the Interstate Commerce Act. After submitting the matter to the Chairman of our Committee on Legislation and obtaining his approval, the Secretary mailed said circular to our members on January 21st, but Congress adjourned without passing any legislation on this important subject. On September 18th Chairman Bacon issued a call for another convention to meet in Chicago on October 26, 1905, for the consideration of ways and means to secure the desired legislation at the next session of Congress, and our President will doubtless appoint delegates from this Association as usual.

In accordance with the action of the Association at New Orleans last year, the resolutions adopted in memory of ex-President William J. Walker were handsomely engrossed and sent to Mrs. Walker, who made the following acknowledgment:

“ALBANY, N. Y., January 22, 1905.

“*Mr. J. E. Toms, Secretary National Wholesale Druggists' Association:*

“MY DEAR MR. TOMS—Your letter and the beautiful memorial

album containing the resolutions adopted by the National Wholesale Druggists' Association on the death of my husband were received yesterday.

"I desire to express through you my grateful appreciation of their action. Among the many similar testimonials that have come to me, none has appealed more strongly nor touched me more deeply. This will be understood, I think, by the many warm personal friends Mr. Walker had in the Association.

"I thank you, too, for your thoughtfulness in giving the names of those most directly interested in producing so exquisite an expression of sympathy, and for the other details you have given, as well as for your own most kind personal message. I am,

"Yours sincerely,

"ADA CRAIG WALKER."

This Association was invited to name delegates to the Fifth Annual National Good Roads Convention, held at the Lewis and Clark Centennial Exposition in Portland, Ore., June 21-24, 1905, and President Peter appointed the following gentlemen:

Louis Blumauer, Portland, Ore.

Louis G. Clarke, Portland, Ore.

P. S. Norton, Seattle, Wash.

A. B. Stewart, Seattle, Wash.

Valentine Peyton, Spokane, Wash.

The names of the delegates appointed by the President to represent the National Wholesale Druggists' Association at the 1905 meetings of the American Pharmaceutical Association and the Proprietary Association of America, as well as the various State Pharmaceutical Associations, are recorded in the New Orleans report.

The National Association of Retail Druggists held its annual meeting this year from September 18th to 22d in Boston, and the following gentlemen were appointed by President Peter as our delegates:

John A. Gilman, Boston, Mass.

Charles A. West, Boston, Mass.

Fred L. Carter, Boston, Mass.

William O. Blanding, Providence, R. I.

Charles Cook, Portland, Maine.

Your Secretary was recently invited by Mr. T. James Fernley, of Philadelphia, Secretary of the National Hardware Association of the United States, to attend a conference of the secretaries of trade organizations to be held in St. Louis on September 27th and 28th to consider matters of mutual interest to their respective associations. It was proposed to discuss the best methods of handling troublesome questions like the injurious effects of the competition of mail order or catalogue houses, and also of the parcels post legislation which it is thought will be seriously considered at the approaching session of Congress. It was furthermore suggested that the conference should give special attention to devising ways and means to secure the adoption by Congress of one-cent letter postage. All of these questions are of much interest to our members, and it is believed that the conference will be productive of good results. Your Secretary was unable to attend the conference owing to its occurring at a time so near our annual meeting, but President Peter appointed Honorable C. P. Walbridge, of St. Louis, to represent this Association, with power to name a substitute in case he could not be present.

The correspondence of the Secretary's office has been of considerable volume during the past year, but the foregoing comprises the matters of general interest to our members. This Association is well provided with able committees which look after the special subjects assigned to their care, and the Secretary is always glad to have them utilize his services whenever he can be of any assistance to them.

Among the deaths which have occurred in our ranks during the past year was that of Mr. C. F. G. Meyer, president of the Meyer Brothers Drug Co., St. Louis, Mo., who died July 12, 1905, while on a visit to Germany. Appropriate reference will be made to the sad event in the report of our Committee on Memorials of Deceased Members, but the matter is also mentioned

in the Secretary's report because Mr. Meyer was an honored ex-President of this Association. He was elected at St. Louis in 1884, and presided at the Philadelphia meeting in 1885. Mr. Meyer took an active part in the first meeting of this Association (or the Western Wholesale Druggists' Association, as it was then called) at Indianapolis in 1876, and he has always been loved and revered by our members as one of the fathers of the organization, who indeed "builded better than they knew." A man of sterling Christian character, unswerving business integrity, gentle and unassuming in his demeanor toward all, he earned and retained the respect and esteem of a multitude of friends, who sympathize with his devoted family in their irreparable loss. Another pioneer of this Association, and one of the "noblest Romans of them all," has gone to his eternal reward, leaving behind him the rich legacy of a long and well-spent life, which all of us may emulate.

The following table will show the present state of our membership, together with the changes that have occurred since the publication of the proceedings of 1904, which embraced all changes up to the time the book went to press in May, 1905.

ACTIVE MEMBERS.

| | |
|---|----------|
| Listed in proceedings of 1904..... | 256 |
| Failed in business..... | 1 |
| Resigned after payment of 1904 dues..... | 1 |
| Total loss..... | <u>2</u> |
| Leaving the net number of active members..... | 254 |

ASSOCIATE MEMBERS.

| | |
|--|----------|
| Listed in proceedings of 1904..... | 205 |
| Resigned after payment of 1905 dues..... | 4 |
| Failed to pay dues for two years (1904-5)..... | <u>1</u> |
| Total loss..... | 5 |
| Leaving the net number of associate members..... | 200 |

It is extremely gratifying that this year's Committee on Membership, following up the good work of their predecessors last year, will be able to present a very large number of applications. Both the Committee and the Association are to be heartily congratulated upon the very successful result of the Committee's active efforts to increase our membership.

Respectfully submitted,

J. E. TOMS, *Secretary*.

PRESIDENT PETER: Gentlemen, you have heard the report of the Secretary, and under the rules the report will go to the Board of Control.

We will now take up the report of the Treasurer.

Mr. S. E. Strong, of Cleveland, the Treasurer, presented his report, as follows:

REPORT OF THE TREASURER

FOR THE YEAR ENDING OCTOBER 3, 1905.

RECEIPTS.

| | |
|--|-------------------|
| Balance on hand as shown by last report..... | \$1,427.13 |
| Initiation fees from 53 new members..... | 530.00 |
| Dues collected from 253 active members..... | 12,650.00 |
| Dues collected from 205 associate members.... | 4,100.00 |
| Back dues collected..... | 80.00 |
| Contributions from non-members..... | 225.00 |
| Sales of rebate lists..... | 188.40 |
| Interest on deposits earned during the year... | 185.50 |
| | <hr/> \$19,386.03 |

EXPENDITURES.

| | |
|---|------------|
| General expenses..... | \$1,827.58 |
| Committee on Proprietary Goods..... | 13,537.85 |
| Committee on Suits..... | 2,678.83 |
| Committee on Pharmaceuticals and Plasters.. | 40.75 |

| | |
|---|-------------------|
| Committee on Membership..... | 14.63 |
| Committee on Passenger Rates and Routes... | 33.18 |
| Committee on Memorials of Deceased Members | 40.00 |
| Committee on Paris Green..... | 6.30 |
| Committee on Fire Insurance..... | 10.17 |
| Committee on Credits and Collections..... | 5.25 |
| Special Committee to Visit Proprietors..... | 72.83 |
| Publishing Supplements to Rebate List..... | 23.75 |
| | <hr/> \$18,291.12 |
| Balance on hand..... | \$1,094.91 |

Respectfully submitted, with vouchers for all expenditures,
S. E. STRONG, *Treasurer*.

AUDITING COMMITTEE ON TREASURER'S REPORT

PRESIDENT PETER: The report of the Treasurer goes to an Auditing Committee, under the rules. The chair will appoint as the committee to audit the accounts of the Treasurer, Messrs. C. S. Martin, Nashville; W. P. Ritchey, New York; Walter V. Smith, Philadelphia.

SUPPLEMENTAL REPORT OF COMMITTEE ON MEMBERSHIP

MR. CHARLES F. CUTLER: The Committee on Membership desires to make a supplemental report.

We desire to present the name of the Wright's Indian Vegetable Pill Company, of New York, for associate membership.

PRESIDENT PETER: The name of the applicant just

proposed will be posted with the other names previously reported by the committee.

The chair will appoint as the Committee on Nominations the following gentlemen :

COMMITTEE ON NOMINATIONS

Frank A. Faxon, Kansas City, Chairman.

Charles F. Cutler, Boston.

H. B. Fairchild, Grand Rapids.

C. F. Michaels, San Francisco.

W. J. Murray, Columbia, S. C.

As the Committee on Time and Place of Next Meeting, the chair will appoint the following gentlemen :

COMMITTEE ON TIME AND PLACE OF NEXT MEETING

W. O. Blanding, Providence, Chairman.

W. J. Walding, Toledo.

Edgar D. Taylor, Richmond.

A. B. Stewart, Seattle.

John M. Hinchman, Detroit.

On motion, the meeting then adjourned until 2 o'clock.

SECOND SESSION

TUESDAY AFTERNOON, OCTOBER 3.

President Peter called the meeting to order at 2:30 o'clock, and Secretary Toms read the minutes of the morning session, which were approved as read.

The following telegram was read by the Secretary:

GREETINGS FROM ABSENT MEMBERS

(Telegram.)

ST. PAUL, MINN., October 2, 1905.

Secretary National Wholesale Druggists' Association, Hotel Astor, New York:

Best wishes for a large, successful and profitable convention.

NOYES BROS. & CUTLER.

PRESIDENT PETER: We will now take up the reports of committees, and the reports will be referred to the Board of Control, as is usual. The report of the Committee on Legislation, Mr. M. N. Kline, of Philadelphia, Chairman, is the first report.

The report was presented by Mr. Kline, as follows:

REPORT OF COMMITTEE ON LEGISLATION

Mr. President and Gentlemen:

The Committee on Legislation can not report at this meeting that anything has been consummated in the direction of the alcohol legislation referred to at length in the report a year ago.

Neither of the three bills was reported out of committee and no hearings were had, because there seemed to be no opportunity for their consideration. The Republican leaders decided early in the session that no measure relating to revenue should be considered at that session.

Since the adjournment of Congress the campaign of education which is necessary in order to create a sentiment throughout the country sufficiently strong to induce Congress to take up this important question, has been actively continued by the Committee of Manufacturers. Several new lines of work have been taken up, including the enlisting of the active co-operation of the National Association of Automobile Manufacturers, representing an important industry which is interested in the proposal for the removal of the tax from denaturized alcohol. The committee has given special attention to its work among the farmers, who are interested in the movement for cheaper industrial alcohol both as the producers of the material from which alcohol is distilled, and through the possibility of the general use of denaturized alcohol for heating, cooking, lighting and other domestic purposes, and as a motor fuel for engines running all kinds of farm machinery. Arrangements have been made for securing the co-operation of the farming interests on a much wider scale, and it is believed that these new forces, combined with the influence of the manufacturers and business men who are interested, will induce Congress to take favorable action at the coming session.

For the information of those who may not be familiar with the conditions which made it necessary for the advocates of a lower alcohol tax to unite their efforts with the larger movement for untaxed denaturized alcohol, we explain that the proposition for a reduction in the tax on alcohol would have no prospect of securing a hearing by Congress at this time, except as a part of the plan for a revision of the internal revenue laws so as to provide for cheaper industrial alcohol.

The inertia of Congress is too great to be overcome by the influence of the comparatively small number of manufacturers who are interested only in tax reduction, and the advantages of enlist-

ing the influence of the thousands of manufacturers who favor untaxed denaturized alcohol, and of the farmers of the country, in support of a general movement for more liberal laws relating to alcohol, have been clearly shown during the past year.

Arrangements will be made early at the coming session of Congress for hearings on the various phases of this subject before the House Committee on Ways and Means, at which the benefits of the proposed legislation to our manufacturing and farming interests will be fully submitted by prominent manufacturers and farmers.

In this connection we may state that the exposures by the newspapers of the country of the extent to which poisonous wood alcohols are being substituted for ethyl alcohol in the manufacture of extracts, witch hazel, liniments, etc., have served to direct public attention to the necessity for a lower tax on pure grain alcohol, so as to make the use of these dangerous substitutes unprofitable.

A great quantity of literature has been sent out by the Committee of Manufacturers in pursuance of this educational work, and many of the facts brought to the attention of our citizens would be interesting if embodied in this report, but it would make the report entirely too unwieldy. We can not refrain, however, from inserting a quotation from a speech made by the Hon. Wm. C. Lovering, of Massachusetts, on January 16, 1905, in discussing the following resolution:

"Resolved, etc., That the Director of the Census be, and he is hereby authorized and directed to collect and publish on the same dates and at the same time he makes publication of the ginners' reports of cotton production provided for in section 9 of an act of Congress entitled 'An act to provide for a permanent Census Office,' approved March 6, 1902, annual statistics of the consumption of cotton, the surplus of cotton held by the manufacturers and the quantity of cotton exported."

We quote from this speech as follows:

"In the course of some remarks on this subject made here a few days ago I took occasion to point out the possibility of greatly increasing the consumption of cotton through the enactment of

legislation removing the tax from alcohol rendered unfit for use as a beverage. The advantages which would result from such legislation in promoting the establishment of many new and important industries and largely increasing our domestic and foreign trade, thus giving additional employment to labor, are probably familiar to you all, and I need not, therefore, discuss the general benefits which would follow the removal of the heavy burden imposed on industry by the present excessive alcohol tax. The absurdity of a law which taxes an important domestic industrial material 1,000 per cent. on its original cost is self-evident.

"I wish, however, to emphasize my former statement that in one line of industry—the manufacture of articles in which nitro-cellulose compounds are the principal raw material—the increased production of such articles which would directly follow the removal of the tax from denaturized alcohol would require the use of very large quantities of cotton. These articles, which include celluloid in its various forms, artificial leather, smokeless powder, lacquers, artificial silks, artificial rubber, photographic films, etc., are now manufactured in comparatively limited quantities, owing to the high cost of the solvents used in their production. With cheap alcohol, prices would be reduced to a point at which their general consumption would be enormously increased.

"The present use of cotton in these industries is no criterion of the amount that would be used under the favorable conditions that would be created by an untaxed alcohol law, and I am confident that in a few years after such a law went into effect the quantity annually used for this purpose would be increased one hundred fold.

"The only ostensible reason why this country has so long delayed making a distinction between alcohol used in the arts and manufactures and that used as a beverage, a distinction made by the tax laws of all other commercial nations, is the alleged loss in revenue which would, it is said, result from the removal of the tax from industrial alcohol. I am satisfied that the loss in revenue would be inconsiderable, for the sufficient reason that our heavy tax rate has forced manufacturers to use inferior untaxed substi-

tutes, and there is consequently very little taxed alcohol now used except as a beverage or for manufacturing preparations in which denaturized alcohol could not be used. It is doubtful whether the total loss in revenue which would follow the exemption of denaturized alcohol from taxation would be more than \$1,000,000 annually, and it is probable that it would be considerably less. In any event, the slight loss in revenue is of no importance as compared with the widespread advantages which would result from cheap alcohol.

"The leading foreign nations, such as France, Germany, Great Britain, Austria, Russia and Italy, impose no tax on denaturized alcohol, notwithstanding their difficulties in providing revenue are much greater than with us. While every possible source of revenue is resorted to by these countries, no suggestion is ever made of restoring the tax on alcohol, which is regarded as a material being entitled to exemption from internal revenue taxation for the same reason that pig iron and other domestic raw materials are not taxed. The benefits to our manufacturers, labor and agricultural interests which would follow an untaxed alcohol law would far outweigh the possible small loss in revenue from this source.

"In this connection I may state that the benefits to the farmers of the country alone, through the creation of an additional demand for corn and other farm products from which alcohol is distilled, are of far more importance than any question as to the revenues."

We will ask also that the appendix to Mr. Lovering's speech, showing the growth of American industries and large increase in employment of labor which would follow the adoption of an untaxed denaturized alcohol law be attached hereto, to be printed in our annual proceedings.

The Chairman of the Committee on Legislation of the Proprietary Association sent to the chairman of your committee from time to time copies of bills introduced in the several States affecting the sale of proprietary medicines. It may be said that in nearly every State in the Union in which meetings of the legis-

latures were held one or several such bills were introduced. For the most part they provide for the publication of the formula on each package of proprietary medicine sold. A few of the bills were restricted in their provisions to proprietary medicines containing narcotic ingredients. With the exception of one State (North Dakota) none of these bills were enacted into laws, but it is evident that sooner or later the proprietary interests will have to recognize the force of public opinion, which is pressing for fuller information upon the subject of the composition of proprietary medicines. There can be no question but that this movement was originally instigated by the doctors, but it is gaining adherents in large numbers amongst the laity, and the wise thing, in our opinion, for the proprietary interests to do is to meet it frankly and as fully as is consistent with the protection of the vested rights, legitimately acquired, with the interests of those proprietors who manufacture and market legitimate and reputable medicines of great value to the average consumer. The various organizations interested in the manufacture and sale of medicinal preparations should co-operate with each other to insure a wise consideration and solution of this subject.

The Internal Revenue Commissioner has recently ruled, in circular No. 673, that the sale of alcoholic compounds on the market, advertised and sold under the name of whiskey, bitters, tonics, cordials, etc., which are composed chiefly of distilled spirits or mixtures thereof, without the addition of drugs or medicinal ingredients in sufficient quantities to materially change the character of the alcoholic liquor, shall subject the dealer to the necessity of taking out an internal revenue license. In the former circular sent out by the Internal Revenue Department, No. 608, the rule for determining whether an alcoholic compound should be regarded as a beverage or a medicine was clearly stated, as follows:

"The test in all such cases is, was the compound sold in good faith for medicinal purposes only, or was it sold as a beverage, or sold knowingly to persons who bought it for use as a beverage?"

From the present circular, No. 673, we quote the following paragraph:

"Collectors will, however, immediately upon the receipt of this circular, send out notices to all druggists and merchants dealing in proprietary medicines in their districts who do not hold the requisite special tax stamp as liquor dealers, that on and after December 1, 1905, they will be required to pay special tax for selling the alcoholic compounds coming within the ruling now promulgated, even when they sell them in good faith for medicinal use only, never selling them as beverages nor selling them knowingly to those buying them for use as beverages."

It will be noted that this paragraph practically places the responsibility of determining what medicines come under this ruling largely upon the retail dealer. We are heartily in favor of the object aimed at by the Internal Revenue Department in this ruling, but in behalf of the large number of retail druggists who do not sell alcohol or liquors, and therefore do not take out internal revenue licenses, and in behalf of the large number of general dealers who handle medicines, your chairman has asked the Commissioner of Internal Revenue to modify this latter paragraph. It can readily be understood that if it is allowed to stand as recently promulgated, dealers will fear to handle many medicines which will not come under this ruling. It is unreasonable to expect that such retail dealers can for themselves determine by analysis whether or not alcoholic compounds sold as medicines come under this ruling.

We have asked that the department, through its force of analysts, should, after getting such information as is available to them, and after giving a hearing to the manufacturers of medicines, proceed as rapidly as possible in the manner above indicated, and after full and impartial examination give public notice of the facts thus determined, through the usual channels, for the information of dealers.

The Commissioner of Internal Revenue, in a letter written to your chairman under date of September 28, expresses a willingness to meet any reasonable objections that may be presented,

states that he purposely postponed the enforcement of this ruling until December 1, and that :

"In the meantime this office will as rapidly as possible make examination of the various compounds and will notify dealers and the public as speedily as it can be done as to the articles an examination of which leads to the conclusion that they fall within the terms of the ruling."

He states that :

"It is probable that until such public notice be given, compounds composed of spirits in connection with drugs, herbs, roots, barks, etc., and which are held out and sold in good faith as medicines, will still be regarded as medicines, and dealers in same not be held liable for their sale until this bureau has given notice that they have been classed in the category of goods falling within the language of the circular."

Copy of this reply has also been sent to a pharmaceutical journal, which shows that the Commissioner of Internal Revenue is disposed to treat dealers with the utmost fairness.

We believe it would be wise for our Association to place itself on record in favor of the main purposes aimed at by the department, but protest against the ruling in the closing paragraph of circular No. 673, and ask for a conference with the commissioner to adjust the matter, and meanwhile that it would be wise for our members to assure their customers that they will take back any medicines purchased between now and December 1 which may finally be ruled as coming within this prohibition.

The Postoffice Department has also taken a whack at what may properly be called fake medicines, which neither our Association nor that of the proprietors has any interest in protecting.

The Pure Food bill, owing to the foolish amplification of the term "drug" insisted upon by Senator Heyburn, died in the Senate, and it will now be necessary to again introduce in the House the Hepburn bill, or something similar, and it is hoped that a more sane view will be taken by the few senators who were really responsible for the defeat of this measure, which is so urgently asked for by the citizens interested in pure food, and which met

the support of all the branches of the drug trade in the form in which it passed the House.

The Mann bill also failed to be reached in the Senate, but we understand its reintroduction will be favored by our friends of the National Association of Retail Druggists.

Statements have appeared in the newspapers and pharmaceutical journals recently to the effect that the Committee of Ways and Means of the United States Congress was seriously considering the reimposition of the stamp tax. Our sister associations, the Proprietary Association and the N. A. R. D., have already put themselves on record as ready to take up the work in opposition to any reimposition of this very objectionable tax, which we succeeded only a few years ago in having removed. Your committee recommends that the incoming Committee on Legislation be instructed to oppose to the fullest extent, with the influences that can be brought to bear against it through our members, the reimposition of this tax. Respectfully submitted,

M. N. KLINE, *Chairman.*

Attached to the foregoing report was the following from the Congressional Record, being the appendix to speech of Congressman Wm. C. Lovering in the House of Representatives January 16, 1905:

No bill introduced in Congress for many years is of more importance to American labor than the Boutell free alcohol bill (H. R. 9302), now in the hands of the Ways and Means Committee of the House. This bill provides that alcohol for use in manufacturing and the industrial arts shall be free of tax when suitably denaturized or made undrinkable by mixture with noxious substances.

In all the leading commercial nations of the world except the United States a distinction is made between distilled spirits intended for beverage consumption and alcohol intended for industrial purposes. While the former is invariably taxed, and often very heavily, it is established as a sound principle of government that alcohol for industrial purposes should be made as cheap as

possible, and all European nations have laws permitting the use of alcohol free of tax when denaturized according to official prescribed processes. In Germany (our principal rival, next to England, for the world's trade) the laws governing the industrial uses of alcohol are particularly effective.

In the United States no distinction is made between alcohol used for industrial purposes and distilled spirits intended for beverage consumption. For purposes of taxation they are both classed as distilled spirits and subjected to a tax of \$1.10 on the proof gallon of 50 per cent. alcohol. This is the normal strength of alcoholic beverages. The strength of commercial alcohol is 94 per cent., and as this is 1.88 times the strength of the proof gallon, the tax on it is nearly \$2.07 per gallon.

Alcohol is easily and cheaply produced, the government chemists of the Department of Agriculture reporting that under present conditions alcohol testing 94 per cent. could, if not taxed, be sold profitably for about 15 cents per gallon, and other authorities have asserted that under a large demand and favorable conditions it would be profitable to sell it for 10 cents per gallon.

In certain manufactures where alcohol was formerly employed the manufacturers have been forced to adopt substitutes, usually more expensive than untaxed alcohol would be, generally less advantageous and in many instances dangerous. Among such substitutes are wood alcohol, benzole, naphtha, acetone, acetic acid, carbon bisulphide, borax and boracic acid, benzine, gasoline and many others. All these substitutes for grain alcohol are free from internal revenue tax, and they are resorted to not because they are better than grain alcohol, but solely because of the necessity of using a cheaper agent than tax-paid grain alcohol. Thus we have different domestic materials capable of use for the same purpose in industrial pursuits, all free from taxation except alcohol made from farm products, which is taxed by the government to the extent of 1,300 per cent. Comment upon the unjust discrimination of such a system seems unnecessary.

VARIED INDUSTRIAL USES OF ALCOHOL.

The industrial uses of alcohol are large and widely extended, and in all countries where it is tax free, and therefore cheap, it is used to an enormous extent, and employment for hundreds of thousands of workmen is found in ways not possible in this country, where an internal revenue tax of \$2.07 per gallon practically prohibits the use of grain alcohol in all but a few industries.

Alcohol is a better fuel for the automobile and internal combustion engines (commonly known as gasoline engines) than gasoline. It is a better fuel for domestic cooking and heating than either coal or gasoline. As an illuminant, when used with the incandescent mantle, it rivals the electric light and is superior to kerosene. Alcohol is necessary in the manufacture of more than a thousand different articles, and is a heavy item of expense in the manufacture of varnishes, lacquers, gilding and bronzing. It is a solvent for the stiffening of felt hats and straw goods, and the box toes of fine shoes. In the manufacture of the best smokeless powder $1\frac{1}{4}$ pounds of alcohol are consumed in making 1 pound of powder, and the tax on the alcohol more than doubles the manufacturing cost of the powder.

In manufacturing celluloid large quantities of alcohol must be used, and it is the same with the manufacture of photographic films¹

¹ Photography has become a great factor in modern life, and it is estimated (Report of Special Committee of Congress on Alcohol in the Arts, vol. 2, p. 796) that the people of the United States spend at least \$175,000,000 yearly for finished photographs in the form of portraits, views, art, and commercial work. The alcohol tax adds greatly to the cost of the artificial leather used in covering cameras, of the varnishes and lacquers used in finishing them, and of the chemicals used in the manufacture of films, sensitized plates and papers. Films are made of practically pure collodion, which also forms the coating of the best plates and papers. The cost of collodion is very largely increased by the alcohol tax. In the photographic industry there are 48 factories manufacturing apparatus, 105 manufacturing materials, 7,553 photographic galleries and 204 photo-lithographing and photo-engraving establishments. Free alcohol would, by lessening their cost,

and paper, of fulminating powder² and many other materials. In the manufacture of the various colors for silk, cotton and woolen goods, wall paper, printer's ink, etc., it is one of the most important and costly of the necessary raw materials, and in dyeing it is a valuable agent in fixing the colors. There is scarcely a manufacturer in the country who does not use alcohol, a solvent derived from alcohol,³ or an inferior substitute, to a greater or less extent in the production of his goods, and aside from manufacturing purposes it has a very wide field as a preservative and for cleansing, burning, bathing and other domestic purposes.

In regard to the industrial importance and efficiency of alcohol in manufacturing processes no higher authority need be quoted than that great international body of industrial scientists, the Society of Chemical Industry, which for the first time in its history has this year held its annual convention in the new world in the city of New York.

greatly increase the demand for the products of these industries, and would thus give more employment to labor in producing and distributing them.

² Fulminate of mercury, the explosive material of percussion caps, is not now made in this country, its manufacture having been driven out by the high tax on alcohol. It is imported from Canada, at a cost of from \$1 to \$1.50 per pound cheaper than it could be made here at the present cost of alcohol. With tax-free alcohol the manufacture would be resumed, thus giving employment to American instead of Canadian workmen. Large quantities of fulminate are consumed in this country for various purposes.

³ Fusel oil, one of the most important solvents used in the arts, is a by-product of ethyl alcohol distillation, and the present abnormal price of \$1.60 per gallon is entirely due to the heavy internal revenue tax limiting the production of alcohol. With tax-free alcohol the price of fusel oil would fall to a normal price, estimated by the distillers to be about 25 cents per gallon. The price of amyl acetate, a form in which fusel oil is largely used, would, of course, be correspondingly reduced. These solvents are of especial value in the manufacture of lacquers, celluloid, artificial leather, and in kindred industries, and the reduction in their cost, which would result from tax-free alcohol, would greatly stimulate these industries.

The annual report of the council of the society having special reference to alcohol states in part as follows:

"The extension of the use of internal combustion engines and the consequent increase in the demand for volatile fuel have also directed attention to alcohol as a source of power, and the employment of denaturized spirit for domestic use and lighting and heating purposes has been found economical and practicable."

In a special reference to the difficulties the British chemical industry has experienced in competing with Germany the report states that:

"The concessions by the British Government in respect to the use of untaxed denaturized alcohol for manufacturing purposes have not yet proved of general value in chemical manufactures. There have been some variations in the denaturants used in some instances, notably in the manufacture of fulminates and celluloid, both of which manufactures are under continuous supervision by revenue officials. The council is of opinion that the range of denaturants should be greatly extended, and that no increase of drinking or 'illicit distillation' is probable as a consequence of granting concessions to British manufactures under guaranty. The council regards with satisfaction the indications that the subject of reductions in the differential duty on British made alcohol, and an alteration in the regulations for the sale of suitably denatured spirit are receiving the sympathetic consideration of the authorities."

If in England, where a denaturized-alcohol law has been in force for many years, the chemical industry finds itself seriously handicapped on account of the conditions of the law being not so favorable as those of the German law, how much more serious is the handicap to the chemical industry of this country is apparent from the fact that the American chemist has not had the advantage of free alcohol in any form. The consequences are that only those chemicals in the making of which alcohol is not necessarily an important item are made in this country, and many fine chemicals have to be imported, to the great loss of American

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capital and labor. Doctor Schweitzer, the secretary of the American section of the Society of Chemical Industry, states that:

"The tax levied on alcohol most seriously injures chemical manufacture in this country. Alcohol is practically indispensable in our industry, and although American chemists, forced by the great expense, introduced substitutes in the form of wood alcohol, acetone and other organic solvents, in some branches of manufacture alcohol still remains a *sine qua non* in the majority of cases. If we were called upon to give an instance of 'blood tax' we would point out the internal revenue tax on alcohol for manufacturing purposes, and for this reason: sulphuric ether is one of the most important derivations of grain alcohol, which must necessarily be employed in its manufacture.

"Ether is most extensively employed as an anaesthetic in surgical operations, and the enormous consumption of ether in the United States becomes apparent by the fact that one New York hospital alone used 2,900 pounds last year. The price for ether is 60 cents per pound, whereas in Germany the same quality, made from tax-free alcohol, is sold for 7½ cents per pound.

"Owing to the tax on alcohol a number of articles can not be manufactured here at all and must be imported.

"It is absolutely imperative for our government to follow the example of Germany if we wish to see the manufacture of fine chemicals as flourishing here as it is there."

HOW TAX-FREE ALCOHOL WOULD PROMOTE MANUFACTURING INDUSTRIES.

It would make this article unnecessarily long to give in detail evidence regarding the effect of cheap alcohol on each particular industry, but such treatment of two or three of the minor industries affected will illustrate the importance of the proposed legislation in developing American industry and enlarging the field of employment for labor. Taking the industries of manufacturing picture frames and transparent soap, the following statements from authoritative sources are submitted:

PICTURE FRAMES AND MOLDINGS.

[From a petition presented to Congress by the picture frame manufacturers.]

"There are in this country over 130 factories, employing about 12,000 hands, in this industry. Present use of alcohol in the trade is estimated to exceed 650,000 gallons annually, seven-eighths of which is wood alcohol. Grain alcohol is absolutely necessary for some purposes, and would be used for all if the tax was removed. Wood alcohol is used because it is cheaper than taxed grain alcohol, and competition makes imperative the use of the cheaper article.

"The foreign trade is almost wholly in the hands of European competitors. Owing to tax-free grain alcohol the manufacturers of Great Britain and Germany are enabled to produce a finish in all grades of work at a cost far below that which is possible in this country. Even under these adverse conditions, however, a limited amount of American goods are now selling in Central America, Mexico, Australia, South Africa, Canada, and even in Great Britain and a few other points. With tax-free alcohol the advantage would be with the American manufacturers, and under these conditions they guarantee that this country would quickly lead the world in this industry.

"To supply the new markets with free alcohol would open up to American picture frames and moldings more than double the present output and give employment to from five to seven thousand additional hands."

TRANSPARENT SOAP.

[From the testimony submitted to Congress by James S. Kirk & Co. (Senate Report 55-411, pp. 42-47.)]

"Transparent soap is the finest soap manufactured, and the sales throughout the world are enormous; the annual sales of one manufacturer, Pears, of England, in the United States alone have been about 100,000 gross, or 14,400,000 cakes.

"The cost of manufacturing transparent soap in this country

is increased over \$5 per gross on account of the internal revenue tax of \$2.07 per gallon on alcohol. This is what effectually prevents our competing with foreign manufacturers of transparent soap in our own country, and keeps us from entering foreign markets, where we dispose of many thousands of gross of ordinary toilet soaps annually. Under present conditions Pears can undersell us about \$2 per gross, and the saving of the \$5 per gross due to the tax would give the American manufacturers the advantage. With free alcohol the home market would be absolutely in the hands of American manufacturers, and they would secure a large percentage of the foreign trade in addition. In soap manufacturing alone free alcohol means the employment of thousands of additional hands."

More than 10,000 factories, representing 30 distinct industries, with an aggregate capital exceeding \$500,000,000 and employing 300,000 hands, use alcohol, a solvent derived from alcohol or an inferior substitute as a raw material of manufacture. In all these factories the cost of manufacture is greatly increased by the tax on alcohol. In many the cost is more than double. The growth of domestic trade is thus greatly hampered and the development of the foreign trade rendered impossible. The cost of alcohol free of tax would not exceed 15 to 20 cents per gallon. The tax of \$2.07 per gallon increases the cost twelve to fifteen times.

The removal of this excessive burden of taxation would result in an enormous expansion of both the domestic and export trade in all the alcohol-using industries. The extent of this increase it is, of course, impossible to estimate. In the aggregate it would certainly provide employment for at least 60,000 additional workmen in the alcohol using industries already established, and in addition to this tax-free alcohol would result in the re-establishment of those industries which have been destroyed or driven to foreign countries by the excessive tax and the creation of thousands of new factories, thus providing employment for many more.

The smaller alcohol-using establishments employing only a few men each are not included in the above. If these were included 20,000 additional establishments would have to be added to those

already given, and even this would be far from completing the list, or of those which would find it profitable to use it if free of tax.

In addition to the above the great increase in the use of alcohol as an illuminant, as fuel for cooking and heating and for the internal-combustion engines, which would follow the removal of the tax, would result in a widespread demand for special lamp apparatus, stoves and internal-combustion engines of all kinds. The alcohol incandescent lamps would be in demand on the farms and in the rural districts in every section of the country, and to supply this demand the lamp manufacturers would have to employ additional help, and would be rushed with orders for years to come.

It would be the same with stove manufacturers. The 1900 census report states that there were 1,414 factories, with 20,000 employes, in these two industries. Thus in these two industries alone the employment of thousands of additional workmen would be certain.

The influence on the manufacture of incandescent mantles would be even more marked. Opening up the rural districts and making every one of the residents of the smaller cities and towns and the 5,737,000 farmers of the country prospective customers would so extend that industry as to make the present large output of incandescent mantles comparatively insignificant.

CHEAP ALCOHOL FOR USE AS A MOTOR FUEL.

In the motor field the effect of free alcohol in giving employment to thousands of workers is apparent. The industrial value of the internal-combustion engine is now generally recognized, and the importance of facilitating the extension of its use to the largest possible degree is being more and more appreciated. So conservative an authority as the Iron Age, commenting on the steady increase of these engines in small units, especially on the farm, says: "The advantages are so obvious that it is only a question of time when every farmer will have one to aid in all

the varied work of the farm." Their use also is extending in manufacturing and for boats and vehicles. In the latter the pleasure machines largely predominate to-day, but in the near future the commercial machines will far outnumber those intended simply for pleasure. Gasoline is practically the only motor fuel available to-day, and the development of this industry is seriously handicapped by the high cost of this fuel, which, under the growing demand, is steadily increasing in price. Alcohol is in every way a superior fuel to gasoline, being free from all obnoxious qualities and far less dangerous, and with the tax removed would quickly take its place.

It has been estimated that alcohol fuel available for use free of tax would double the power uses of this country. With free alcohol no region would be remote from a cheap fuel supply, and wherever production is now delayed or hampered on account of dear fuel, free alcohol will set mechanics at work and the wheels of industry turning. In all parts of the country productive processes will be cheapened, opening up employment for thousands of additional hands.

The effect of free alcohol in opening up the vast arid regions of the great West for settlement must also be considered, as the ultimate increase in wealth and population from such settlement may overshadow all other possibilities combined. The irrigation of these lands, thus making them among the richest and most productive in the world, is largely a question of cheap power, and alcohol will furnish this in unlimited abundance. The alcohol engine would water the ground on which the material for the distillation of its own fuel would be produced. These lands are capable of supporting millions of people.

A Pacific coast engine manufacturer has pointed out that the alcohol engine is the ideal engine for irrigating purposes, and supplies data to show that in California alone the demand for this purpose would not be less than 30,000 engines, and California is only a small part of the territory to be served. In the manufacture of these engines and in their sale and distribution many thousands of men would be employed, and the number who would

find homes on the reclaimed lands and those in turn who would be employed to manufacture the articles for their consumption and attend to their commercial necessities would run into the hundreds of thousands.

INDIRECT BENEFIT OF CHEAP ALCOHOL.

To supply the wants of the workmen and their families for whom free alcohol would create employment would create a demand for labor in every industry. The makers of houses, of house furnishings, of clothing, of food stuffs, of newspapers and books would all be benefited. To cater to the wants of such a large increase in population would necessarily mean the employment of many thousands more in trade and in all lines of manufacturing. This in turn means greater prosperity to the farmer. To supply the raw material for making the alcohol and the food supply of this large increase in the population would also call for the employment of many additional thousands on the farm.

All the facts indicate that the consumption of alcohol for its infinitely varied uses would, if made tax free, in the course of time rival that of petroleum, the consumption of which runs into billions of gallons annually. However this may be, it is certain, based on the evidence of present demand and the accomplished facts of other countries which are enjoying the advantages of tax-free alcohol, that the consumption in this country would very quickly reach 300,000,000 proof gallons. To supply this would require the employment of several thousand additional men in the distilleries and the investment of millions of additional capital in improvements.

The transportation problem involved is one of no small magnitude. The carrying of grain and other material to the distilleries, the distribution of the alcohol and by-products, the handling of the finished products of manufacture and the supplies to feed, clothe and house the workmen and their families would call for the constant use of thousands of additional freight cars and the employment of many additional train crews, and in the manu-

facture and maintenance of this new railroad equipment large numbers would be employed.

With the industrial development which would result from the enactment of tax-free alcohol legislation there would be a corresponding growth of the subsidiary industries whose finished products are the raw material of the industries in the alcohol-using group. In the development of the chemical industry, for instance, there will arise great demand for glass bottles and other retaining vessels, and in the increase of the photographic dry plate industry for glass plates of the highest quality.

The volume of this business is, of course, impossible to estimate, but it is beyond question that the glass production of Germany incidental to their great chemical industry is very large. In the distribution of these chemicals thousands of tons of German glassware are distributed all over the world, a large portion of it being sent to this country. This would cease to be imported and our own glass manufacturers would soon be sharing with their European rivals the profitable business of supplying the glass needed in the chemical export trade of the world. Small and comparatively insignificant as it is to-day, the glass manufacturers fully appreciate the importance of the present demand for glass by the chemical and other alcohol-using industries, and tax-free alcohol would enormously increase this demand.

The steel and iron industry will be directly and immediately benefited by tax-free alcohol. The resulting industrial development will call for the building of hundreds of new factories and in the enlarging and improving of many old ones. Large quantities of new machinery will be required to equip these factories and to handle and effectively distribute the new industrial material, the equipment of special rolling stock, and the building of warehouses, etc., will be necessary. In all these the principal materials of construction are steel and iron, and there is no question but that the effect of the increased demand on this industry will be a powerful factor in tending to maintain good prices, at least during the years of rapid industrial development immediately following the introduction of free alcohol.

This is far from being all that can be said of the interest of labor in free alcohol, for these estimates are based on the minimum results which may be expected to follow the cheapening of this important raw material and fuel. The actualities may double and even quadruple the above figures. No account has been taken of the large increased demand for labor in the export and shipping industries which will necessarily follow the development of the export trade which will result from tax-free alcohol. This would certainly mean the employment of thousands of workers, to say nothing of the commercial agents and traveling men who would be required to attend to the development of the trade in all parts of the world. Neither has any account been taken of the tendency to increase wages generally that would follow the lessening of the pressure in the labor market, as a result of finding new employment for thousands of men, and making of them buyers of labor products, instead of competitors for jobs.

REMOVAL OF TAX FROM DENATURIZED ALCOHOL WOULD INCREASE PUBLIC REVENUES.

A national expenditure of \$100,000,000 would be a small price to pay to secure such possibilities, but instead of it costing the Government anything to free industrial alcohol from taxation, it would result in an increase in the revenues. It is a matter of dispute among experts whether there would be any falling off in the revenues from distilled spirits even, many contending that the increased consumption of tax-paid spirits that would necessarily be a part of such industrial development would more than offset any losses from either tax reduction or shifting of industrial consumption to the free list. Assuming, however, that there might be some slight loss in the revenues from alcohol, this loss would be more than offset by the increased use of other articles subject to internal revenue tax, and the increase in customs revenues. These revenues reflect in a large measure the general conditions. In dull times, when the purchasing power of the people is low, revenue receipts fall off heavily.

In times of prosperity, when the purchasing power is large,

revenue receipts are large. The chief source of our national income being customs receipts, they are most affected by these changed conditions. The imports from which these revenues are collected are composed largely of articles of luxury and goods which are purchased in large quantities when the purchasing power of the people will permit. Free alcohol would be a powerful factor in stimulating general prosperity, and the national revenues would inevitably be benefited.

Another important fact which will have a marked influence in increasing the customs revenues is that the development of the alcohol-using industries will result in the importation of many dutiable articles. There are many dutiable materials necessary in the manufacture of chemical and other products not now manufactured in this country which our manufacturers would import in large quantities. It is certain that the increase in customs revenues from the increased importation of manufacturing materials alone would be more than sufficient to offset any loss of revenue receipts from alcohol that might possibly occur.

The question of revenue is, however, of minor importance. This is shown by the fact that England, France, Germany, Russia, Holland, Denmark, Norway, Sweden, Austria, Switzerland, Italy and several other minor European governments impose no tax on denaturized alcohol. These countries have expensive military and naval establishments which strain their revenue resources to the utmost. In Russia, Italy, France, Germany and Austria in particular no method which could be safely adopted for increasing the revenues or of dividing the present enormous burden of taxation would be neglected. The fact that alcohol is regarded by all these countries as a material equally entitled to freedom from internal revenue tax as pig iron or other kinds of domestic raw material, and that no matter how pressing the need of revenue may be, alcohol required for industrial purposes is never taxed, shows that the advantages to the manufacturing and farming interests of those countries of their liberal alcohol policies far outweigh the benefit from any revenue they might be able to secure from this source.

CONGRESS SHOULD ACT PROMPTLY.

There is no country whose power to raise revenue is so great as that of the United States, and yet the possibility that some loss of revenue might be involved has been sufficient to deter Congress from the enactment of legislation necessary to give our manufacturers conditions as favorable as those enjoyed by their European competitors, which would create employment for many thousands of workmen where none are now employed, and which would promote our foreign and domestic commerce to the extent of hundreds of millions of dollars annually.

The Government will spend more than \$100,000,000 in building the Panama canal. Without in any way reflecting on the desirability or importance of that great work, it is safe to predict that the economic results and commercial gains for the people of this country that will follow the passage of a free-alcohol law will be immeasurably greater. Free alcohol means a tremendous expansion of American manufacture; a marked advance toward our control of the world's trade; employment for hundreds of thousands of additional workmen; improvement in the condition of every farmer, increasing his comforts, reducing his expenses and expanding his markets; the guaranty of a cheap, safe and efficient fuel for the internal-combustion engine for all time; the reclamation of arid wastes now inaccessible, and the opening up of millions of acres of land to the settler. To secure these advantages the Government will be called on to make no sacrifice or incur any loss. Congress has simply to enact legislation to modernize our antiquated alcohol laws and place them on a parity with those of the nations which are our rivals for the commerce of the world.

The most important service that can be rendered to labor by Congress is the enactment of legislation which will result in the opening up of new opportunities for employment and the extension of existing industries. This will be accomplished by removing the tax from alcohol used for industrial purposes, thus con-

ferring a great and permanent benefit on the wage earners and business interests of the entire country.

WISDOM OF THE 'PROPOSED LEGISLATION DEMONSTRATED BY FIFTEEN
YEARS' SUCCESSFUL OPERATION OF A SIMILAR
LAW IN GERMANY.

Germany having the most favorable alcohol law leads the world in the industrial use of alcohol, and our consuls in that country have frequently called attention to the resulting benefits. Hon. Frank H. Mason, our Consul-General at Berlin, has made a number of special reports on the subject, and after a thorough investigation thus summarizes his conclusions as to the wisdom of this law :

"The law governing the technical uses of alcohol was enacted in 1887, and, by reason of both its underlying causes and practical results, is worthy of study as an example of intelligent, far-seeing fiscal legislation. It was at that period—about fifteen years ago—that German agriculture began to feel severely the effects of competition from the cheaply grown cereals of the United States, Argentina and Australia. The land-owning class urgently demanded legislation which would save the waning profits of husbandry. It was accordingly decided to make alcohol for technical uses as cheap as possible, and to promote by all practical means its production and consumption in this country.

"The exposition of this year confirms and reinforces the impression made by the display of 1902 that the law of 1887 governing the manufacture and use of untaxed alcohol for technical purposes was one of the wisest and most far-seeing enactments in the legislative record of the empire."

At the conclusion of his report Mr. Kline said :

I would like to say a word in addition to what is contained in the report with reference to this circular from the Commissioner of Internal Revenue. Mr. Douglass, the attorney for the Proprietary Association, has also

been in correspondence with the Commissioner. Mr. Errant, the attorney for the National Association of Retail Druggists, who is here, I think, intends to call personally within a few days on the Commissioner, and from the tone of the Internal Revenue Commissioner's letter, from which I have quoted, I think there is not very much doubt about his modifying finally circular No. 673 long before December 1, so that dealers may not be embarrassed, as it appeared at first they were to be, by being called upon to decide for themselves whether or not medicines would come under this rule. It can be seen at a glance that a great many medicines might be thrown out or dealers might be fearful to stock them or handle them until there had been a decision by the Department of just what medicines will or will not come under this ruling.

PRESIDENT PETER: This report goes to the Board of Control, as usual.

The report of the Committee on Commercial Travelers, Mr. C. F. Michaels, of San Francisco, Chairman, will be the next business.

Secretary Toms read the report, as follows:

REPORT OF COMMITTEE ON COMMERCIAL TRAVELERS

Mr. President and Gentlemen:

Your Committee begs to report that it has once more considered the question of Commercial Travelers in all its various phases, and while there are certain reforms which might be inaugurated with considerable benefit to the trade, these have been discussed in such an able manner by our predecessors that to comment further would seem idle repetition. Conditions and the means for

their improvement are well known to us all, but so long as we lack the courage to act vigorously as a body there would seem to be no hope for a change.

We would, however, lay particular stress upon the benefits that have been derived in some sections from local associations, both in the way of correcting abuses, and the maintenance of prices and terms, and that, while it is impossible to eliminate competition, personal contact tends to do away with friction and to promote harmony, with, incidentally, a material increase in profits. In one or two associations the plan of having the salesmen themselves meet together periodically has been tried with some measure of success, but in order to make such meetings of benefit it is necessary that absolute good faith be observed and information gained in discussions be not used to the disadvantage of the informant. A rule providing that one house will not hire the employees of another has been found to be of considerable value, the tendency being to confine the interests of the salesman to his own house, thus promoting a closer relation with benefit to both employer and employee.

Your Committee would once more call attention to the great advance, both personally and in a business sense, in the average traveler of recent years, and to the rapid elimination of the salesman who relies upon misrepresentation, irregular methods, or upon other conduct not entirely compatible with straightforward business principles, to gain trade. We believe that every house should impress its travelers with the idea that they must protect the interests of both employer and customer, and that they should render at all times the service that they would expect if they themselves were the employer. Young men who have learned the details of their business with the house they represent will, as a rule, produce the best results. Respectfully submitted,

C. F. MICHAELS, *Chairman.*

PRESIDENT PETER: This report will be referred to the Board of Control, as usual.

The next business will be the report of the Committee on Credits and Collections, Mr. W. A. Hover, of Denver, Chairman.

Mr. Hover read the report, as follows:

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS

Mr. President and Gentlemen:

Trade conditions pertaining to the wholesale drug business have been much the same during the Association year just ended as recorded in previous years. No other line of mercantile business can show such uniformity of volume of trade from month to month, and from one year to another.

In general, trade reports of business conditions during the current year have been extremely favorable in character; for the most part an increase in volume over the previous year is noted. One section only reports a slight falling off, owing to unfavorable local conditions. Improved industrial activity in the New England and seaboard States, supplemented by good crops, have resulted in an increase in trade, with predictions for an unusually good year for 1906.

Business throughout the South has fully held its own with the record of previous years, and while a shortage of the cotton crop is reported, prevailing high prices will largely offset decreased production.

Throughout the Ohio, Missouri and Mississippi River valley States a slight increase in volume of trade is reported. Heavy crops of all kinds, just harvested and now in process of gathering, fully warrant the optimistic prediction for a further marked increase during the coming year.

As an indication of the feeling generally prevailing in the West, I quote from a large jobber in Iowa, as follows:

"Iowa has an estimated corn crop of four hundred million bushels. This at an average value of 50 cents per bushel means

two hundred million dollars to the Iowa farmers. This does not include their other products, such as oats, hogs, cattle, etc. Fortunately there are no politics this year, and if they will just leave us alone we think we will manage to get through, even if we happen to have a hard winter."

Equally good reports come from the Pacific Northwest and from California.

Credit conditions throughout the entire country, judging from reports received from all sections, have never been better. The loss ratio shows quite a marked decrease during the past five years. In 1900 the loss ratio, as reported by 105 members for the year 1899, amounted to .50 of one per cent. This year 131 members report an average loss ratio for 1904 of .446 of one per cent., a decrease of .054 per cent., or approximately 1-20 of 1 per cent.

The Middle West, by which it is intended to mean the Ohio, Mississippi and Missouri River valley States, holds the record with an average of .306 per cent., as against .385 per cent. for 1899.

The South still leads with a loss ratio of .67 per cent., as against .73 per cent. in 1899.

Pacific coast States follow with a loss ratio of .426 per cent. for 1904, a marked decrease, however, under the loss ratio reported in 1899, which amounted to .556 per cent.

New England and the middle States report for the last year .361 per cent., against .55 per cent. for 1899.

This decrease in the loss ratio is marked evidence of the generally prosperous condition of the drug trade, and mute testimony of the value of the universal attention which, of later years, has been given to credit matters, as a result chiefly of the efforts of national and local credit organizations.

The adoption by the wholesale drug trade on January 1, of this year, of uniform terms of thirty days and one per cent. for cash in ten days, marks a distinct epoch in the history of wholesale drug credits, and time will warrant the prediction that the loss ratio for the next five years will be the least in the history of the trade.

Failures in the drug, paint and oil trade, for the first six

months of 1905, show a slight increase over the corresponding months of 1904, the liabilities in the one instance being \$846,513, and in the other \$810,135; the number of firms and individuals involved, 185 and 160, respectively. Inasmuch as the above loss figures represent the paint, oil and glass trade, as well as the drug trade, it is fair to assume that the drug losses represent a very much smaller sum than the above figures divided by two, as it is a well-known fact that retail drug credits are of much higher character than those of retail paint houses, and it is hardly fair to the drug trade that the two should be compiled together. Therefore, your Committee would recommend that an effort be made with the publishers of *Dun's Trade Review* to segregate the loss reports of these two branches of trade.

Notwithstanding the favorable showing made during the past five years in the decrease of the loss ratio, there is an element of danger lurking in these figures. Continued immunity from excessive loss is very apt to render the credit-man less careful in scrutinizing his accounts and credits. Periodically, as a result of crop failures or depressed industrial conditions, there is a general cleaning up of business risks. Merchants who have been hanging on the ragged edge for a number of years finally collapse, and excessive loss is the result. Credit-men generally should closely inspect their accounts and reduce excessive balances where such exist to a legitimate basis, while conditions are propitious. The general adoption of thirty days and one per cent. affords ample opportunity of reducing unwarranted lines of credit. The time to do this is when general prosperity prevails; do not delay until it is too late.

UNIFORM TERMS AND DISCOUNTS.

In view of the general adoption on January 1, 1905, of the New Orleans resolution establishing uniform terms and discounts, this will undoubtedly be the last report of the Committee on Credits and Collections on this topic, which has for years occupied the

attention of the members of this association, in fact dating back to a period prior to the passage of the Boston resolution in 1887.

Following the New Orleans meeting the chairman of the Committee on Credits and Collections, under date of December 17, 1904, issued the following circular to the wholesale drug trade:

DENVER, COLO., December 17, 1904.

To the Wholesale Drug Trade:

The Committee on Credits and Collections of the National Wholesale Druggists' Association takes pleasure in announcing to the wholesale drug trade of the United States that the long prevailing sentiment existing among the trade favoring the universal adoption of thirty days, and one per cent. cash in ten days, in the sale of drugs, chemicals and proprietary articles, culminated in the adoption by unanimous vote of the following resolutions at the last meeting of the National Wholesale Druggists' Association, held at New Orleans during the week of November 14, 1904:

Whereas, This Association is repeatedly on record as favoring the principle of uniformity of terms as to time and discount in the selling of drugs and proprietary articles;

Whereas, Local conditions prevailing in several sections of the country have in the past been of such character as to prevent unanimous action on the part of this organization;

Whereas, It is recognized and conceded by the wholesale trade, irrespective of locality, that present prevailing conditions do not justify or warrant the further continuation of terms and discounts as established many years ago when then existing conditions were entirely different; and

Whereas, The records of the Committee on Credits and Collections show that all of the several local organizations of wholesale druggists are now in harmony with the ideas of said committee; further, that the leading representative houses of the wholesale drug trade, not affiliated with any one of the several local organizations, are on record as favoring the proposed

change, provided same meets with the unanimous approval of this Association in convention assembled; therefore, be it

Resolved, That it is the sense of this Association that the adoption of thirty days and one per cent. cash in ten days, as being the established terms in the sale of drugs and proprietary articles, is not only wise, but amply justified by sound commercial reasons and practice; be it further

Resolved, That we recommend to the wholesale trade that on and after January 1, 1905, thirty days net, or one per cent. cash in ten days, shall become the general and recognized terms governing the sale of drugs and proprietary articles throughout the United States, to be strictly maintained, and that any deviation therefrom shall be considered a violation of rebate contracts and obligations, as is now understood when a greater cash discount is allowed than the prevailing discount in the territory affected.

The following resolution was also adopted in connection with the report of the Committee on Proprietary Goods:

Resolved, That it is the sense of this Association that the giving of a cash discount in excess of one per cent. on and after January 1, 1905, on proprietary articles, should be considered a violation of rebate contracts with proprietors.

The committee recommends immediate action on the part of each jobber individually, in notifying his customers of such change to become operative on January 1, 1905.

Especial attention is called to the last named resolution in reference to proprietary articles, and the relation which said resolution bears upon rebate contracts and obligations.

Please note that the above resolutions refer particularly to drugs, chemicals and proprietary articles. Separate sales of sundries, liquors, cigars, tobacco, paints, oils, glass, etc., will not be affected by the new terms recommended.

Very respectfully,

W. A. HOVER, *Chairman.*

It was unfortunate that the above circular was not a little more explicit in the manner in which the application of the terms and

discounts contemplated in the New Orleans resolution should be made. It should have been specifically and clearly understood that the new terms were to be applied in precisely the same manner as the old terms, and that orders as commonly received should not be subdivided and made subject to varying discounts. The tendency in some sections has been to do this, and as a consequence some minor differences now exist which should not be the case. Your committee would, therefore, recommend that the trade through their local organizations unify discounts on distinctive bills of sundries when sold by salesmen representing the sundry department, apart from general drug sales. With the exception as above noted response to circular of December 17 was prompt and effective, and it can now be said that the terms contemplated in the New Orleans resolution are as well, or even better, observed than were the varying terms in effect prior to January 1, 1905.

As evidence of this the following replies to inquiries made from all sections of the country are conclusive.

From the Pacific Northwest:

(1) "The new terms and discounts are established in our section, and as far as we can learn there is no friction. Trade has accommodated itself to the new terms, and they are making us at present no trouble whatever, and we are pleased to have them in effect. They are beneficial to the business, and work no injury."

(2) "Your information that the new terms and discounts are now quite as fully established in all sections as the old terms is absolutely true as applied to our territory. The establishment of one per cent. and thirty days on January 1 caused some friction temporarily, but this has now entirely disappeared, and the new terms are working perfectly. The jobbing interests of this section took hold of the matter in perfect accord, with the result that the change was made with perfect ease."

(3) "The one per cent. clause has become a recognized fact. We have no further complaints on that score."

From the Pacific Southwest:

"As regards change of terms I have to state that the change was made without friction or difficulty, and the results so far obtained are highly satisfactory. I must confess that no innovation ever undertaken in business methods in all my experience went through quite so smoothly and satisfactorily as this one. The new terms are in full force and effect with all of our customers."

It was only a few years ago that these sections reported adversely to instituting any change in their terms, which were then sixty days and two per cent.

The following are from members of the O. K. and I.:

(1) "In the matter of uniform terms, they are in a very satisfactory condition, and one per cent. and thirty days uniformly prevails in Indiana."

(2) "In regard to the matter of uniform terms and discounts, would say that we are more than pleased with the results so far in our territory, and have more customers on our books than we had a year ago."

(3) "The new terms in regard to cash discount, etc., appear to have been adhered to absolutely. We have had but very little complaint, indeed, and, I must say, very much to our surprise."

(4) "The change in the drug business in this section of the country, as regards uniform terms and discounts, has been accomplished with but little or no friction of unpleasantry, and seems to be now as fully and satisfactorily established as were terms before the change."

From the Mississippi Valley Drug Club:

"Regarding uniform terms and discounts, would say that there was a little friction when the change was made, but we have no trouble now and the new plan is working nicely."

The following is from one of the leading houses in the Mississippi Valley:

"The new agreement as to terms and discounts is working as well as could be expected. We occasionally have reports that the terms are being violated, traveling men paying the difference out of their pockets, and probably reimbursing themselves by charging it up to expense account. These claims are not frequent, and

many of them might not prove true if run down. On the whole it is working very satisfactorily."

Equally good reports emanate from jobbers doing business on the Missouri River.

It was anticipated that the wholesalers doing business in the South would have more difficulty in enforcing the new terms than those located in other sections of the country. The following reports from Southern Jobbers are, therefore, especially gratifying.

From the South Atlantic Drug Club:

"It is my very great pleasure to announce that as far as I can judge the change in terms and discounts has been made with but very little trouble, and the new terms and discounts are fully established throughout this territory. They are being adhered to almost without exception, and it is my impression that more interest has been collected on past due accounts during the last eight months than during the same period of any previous year."

From Texas:

"New terms and discounts are now generally inaugurated. The retail trade has gotten accustomed to it, and it works very satisfactorily, and I am pleased to state that it is generally adhered to."

From Alabama:

"The change of terms adopted by the convention at New Orleans was not looked upon with favor by the trade generally, but since they have come to understand the conditions which brought about this change they have gracefully fallen into line with our methods. As a representative of the National Wholesale Drug-gists' Association, at a meeting of the Alabama Pharmaceutical Association, held at Blount Springs, Ala., in June, I took occasion to explain in detail the reason for the change of terms by the jobbers, and I think I succeeded in making the matter so clear that the trade in our territory will give us no further trouble regarding same. At the conclusion of the meeting the secretary of his own volition moved that the association recognize the position set forth by the representative of the National Wholesale

Druggists' Association, and indorse everything said by him bearing upon the terms. This was put to a vote and unanimously adopted, very much to my gratification."

From the chairman of the Advisory Committee of the Southern Drug Club:

"In regard to the status of the New Orleans resolution—We all have great cause for rejoicing, and the credit department of every house in the Southern Drug Club will show better collections and a more satisfactory financial condition than at any time in its history. Considering the conditions prior to the passing of these resolutions, I should certainly report favorably upon your inquiry, and believe that a large majority of the members of the Southern Drug Club are more than satisfied with the results."

The chairman of the Proprietary Committee also reports that the new terms are, in general, better observed than were the varying terms in effect before January 1.

There have always been spots of disturbance, for the most part localized, and there always will be, regardless of terms generally in effect.

To the Chairman, Vice-Chairman and Secretary of our Proprietary Committee I desire to extend the thanks of the Committee on Credits and Collections, for the enthusiastic co-operation and valuable service rendered by them in making effective the provisions of the New Orleans resolution.

One of the factors of success of an association like ours lies in the promulgation of knowledge and a more complete understanding of general conditions pertaining to the trade that will better enable the members by individual or concerted action in overcoming unbusinesslike irregularities and abuses, and so adjusting the scale representing the expense of doing business on the one hand and profits on merchandise sold on the other hand, as to secure a fair remuneration on capital invested and labor performed. Not only are figures and data pertaining to our business transactions interesting, but likewise, if carefully considered, are instructive as well, and offer a guide for the future based upon the experience of the past.

This principle was early recognized by Mr. Carter, of Boston, who as long ago as 1893 independently undertook to furnish the members of the Association with a summary of the experience of his fellow wholesalers. The result of his work can be found in the nineteenth annual report of the meeting of the Association held at Detroit in October, 1893, and is based upon answers received from 45 out of 130 of whom inquiries were made. Where applicable these figures are used in comparison with the figures collaborated by the Committee on Credits and Collections in 1900 (see report of Chicago meeting), and with the figures obtained by canvass just completed after a further lapse of five years.

In Mr. Carter's pioneer efforts he was able to secure replies from 40 wholesalers only. The broadening influence of association work is apparent in the freedom with which information of this character is now given, the later figures being summarized from about 100 replies received in 1900 and an average of 130 received as a result of the inquiries made this year.

It was predicted five years ago that the cost of doing business would be materially increased in territory west of the Alleghany mountains by reason of the abolition of the boxing and cartage charge and increased cost of soliciting business. A comparison of figures of the cost of doing business fully justifies this prediction. The average cost of doing business, as based upon 130 replies, is now 11.2 per cent., without including interest on investment, as compared with 10.4 per cent. in 1899, 11 per cent. in 1893 and 9 per cent. in 1878. I understand, however, that in the figures presented in 1893 and 1878 interest on investment was included. Allowing 1 per cent. of gross sales for interest on investment, which would be on a basis of 5 per cent. for one-fifth of the amount representing annual sales, this being about the average stock carried, would make the figures as follows: 9 per cent. for 1878, 11 per cent. for 1893, 11.4 per cent. for 1899, 12.2 per cent. for 1904.

During the past five years the average cost of doing business has increased .8 of 1 per cent., an enormous sum when applied

to the total volume of sales of the wholesale drug business of the United States.

As was to be expected, the increase in the cost of doing business in New England and Middle States was somewhat less than in other sections of the country, boxing and cartage having been already eliminated from their profit and loss account some years before it was abolished in other sections. The increase in the New England and the Middle States during the past five years amounts to .62 of 1 per cent., having increased from 10.3 per cent. in 1899 to 10.92 per cent. in 1904. In the Middle West, or the Ohio, Mississippi and Missouri River Valley States, the increase is .64 per cent., the cost of doing business in 1899 being 10.7 per cent., and at this date 11.34 per cent.

Southern States show a somewhat greater increase, the exact amount being .69 per cent., increasing from 10.5 per cent. in 1899 to 11.19 per cent. in 1904.

The Pacific coast shows the most marked increase; from 10.14 per cent. in 1899 to 11.24 per cent. in 1904.

The results of summarizing the percentage of sales solicited are practically the same. Reports from 29 wholesalers in the New England and Middle States are almost identical with the figures submitted five years ago, being 53.37 per cent. in 1899 and 52.52 per cent. in 1904. The Middle West, on the other hand, shows a very marked increase. Where 58 per cent. of gross sales were solicited in 1899, 68.18 per cent. are solicited to-day. The Southern States show a similar increase, from 46.2 per cent. to 56.23 per cent. The increase on the Pacific coast was not so great, being 46.83 per cent. in 1899 and 51.83 per cent. in 1904. The average from 129 wholesalers is 59.41 per cent. for 1904, against 53.16 per cent. reported by 97 wholesalers in 1900. These figures taken in connection with the abolition of the boxing and cartage charges, fully explain the greater increase in the percentage cost of doing business of the wholesalers located west of the Alleghany mountains.

The results in comparing proportional sales of proprietary ar-

ticles is, on first consideration, somewhat of a surprise, remaining substantially the same now as they were in 1899, nor are they considerably greater than they were in 1892. The difference, however, over the figures in 1878 is very marked. The following are the percentage sales of the years named—1878, 36 per cent.; 1892, 52 per cent.; 1899, 54 per cent.; 1904, 56.2 per cent.

The prevailing idea is that our sales of proprietary articles are rapidly increasing. That this is not the case is demonstrated from the figures noted, and upon consideration it is quite apparent why this is so. Notwithstanding the number of proprietary articles has largely increased, and the wholesalers' stock will undoubtedly inventory greater values in this class of merchandise than ever before, it is also true that a new article placed on the market does not, as a rule, increase the volume of sales, but simply takes the place of some other preparation already in stock, and the buyer should have in mind this fact when solicited to buy new preparations and refuse to do so except when the net profit of handling same affords a fair margin over and above the cost of doing business, and in addition first orders should be placed on consignment. This should be done for his own self-protection, regardless of what his competitor may do. The stocking of new preparations is of no advantage whatsoever to the dealer; the benefit is a one-sided one and the risks should be borne by the party benefited. As a rule new preparations simply curtail the sale of and crowd out old ones.

In conclusion the lessons to be drawn from these figures are: First, a gradual, but nevertheless sure and persistent increase in the cost of doing business. Second, a disposition on the part of the jobbing trade generally in their strife for trade to increase the number of solicitors, and as a result there is a gradual falling off in the mail order business. Not only is this expensive, but it is a wasteful expenditure of time, money and labor. The idea of twelve or fourteen drug salesmen calling on one little retailer in a week's time is absurd and ridiculous. Not only was there no profit in the aggregate from that retailer's business, but it

netted a substantial loss to the houses interested. This sort of thing is being duplicated all over the country, and to an alarming extent. Third, that while the wholesaler is continually adding to his already enormously large line of proprietary articles, it is having no material effect in increasing the gross volume of his sales, but, on the contrary, opens up a broader avenue for ultimate loss on account of unsalable preparations.

To offset these converging lines of profit and expense, the question arises, what can be done? A partial remedy is in the hands of the wholesaler and can be made effective without imposing any hardship upon the retailer, upon the manufacturer or upon the wholesaler himself. We have for years been looking to the manufacturer to help us out of the hole. It will be many years before it can be reasonably expected that the manufacturer will ever allow any further increase in discount on such proprietary articles as are now supplied on a 10 and 5 per cent., or 15 per cent. basis. The time is coming when the wholesaler will have to help himself or go out of business. Consolidation would afford some relief, but it is not always possible. An honest effort on the part of wholesalers covering a given section of territory to reduce the expense of obtaining orders by reducing their force of traveling salesmen to a point where the retailer is well but not extravagantly served, would increase very materially the net profit on the one hand and reduce the cost of doing business on the other.

In conclusion I desire to express my thanks and appreciation for the confidence and good will shown this committee by the members of the Association, in so freely furnishing information called for regarding the confidential details of their business, which has rendered the compilation of these data possible.

Respectfully submitted,

W. A. HOVER, *Chairman.*

At the conclusion of the report Mr. Hover said:
I have tabulated the figures which appear in this report,

and I would like to submit them as part of the report to be printed in connection with it.

| | Reported by | Percentage Loss by Bad Debts | | Reported by | Percentage Cost of Doing Business | | | | Reported by | Percentage Sales Solicited | | Reported by | Percentage Sales of Prop. Articles | | | |
|--|-------------|------------------------------|------|-------------|-----------------------------------|-------|------|------|-------------|----------------------------|-------|-------------|------------------------------------|------|------|------|
| | | 1904 | 1899 | | 1904 | 1899 | 1893 | 1878 | | 1904 | 1899 | | 1904 | 1899 | 1892 | 1878 |
| New England and Middle States..... | 29 | .36 | .55 | 29 | 10.92 | 10.3 | .... | .... | 29 | 52.52 | 53.37 | 31 | 56.82 | 55.8 | .... | .... |
| Ohio, Missouri and Miss. Valley States | 50 | .30 | .38 | 49 | 11.34 | 10.7 | .... | .... | 47 | 68.18 | 58. | 44 | 53.25 | 52.5 | .... | .... |
| Southern States... | 43 | .67 | .73 | 43 | 11.19 | 10.5 | .... | .... | 43 | 56.23 | 46.2 | 36 | 58.7 | 56.5 | .... | .... |
| Pacific States..... | 9 | .42 | .55 | 9 | 11.24 | 10.14 | .... | .... | 10 | 51.83 | 46.83 | 10 | 58.6 | 59.6 | .... | .... |
| General Average.. | 131 | .44 | .50 | 130 | 11.2 | 10.4 | 11.* | 9.* | 129 | 59.41 | 53.16 | 121 | 56.24 | 54. | 52. | 36. |
| | 1904 | | | 1904 | † | † | | | 1904 | | | 1904 | | | | |
| | | | | | 12.2* | 11.4* | | | | | | | | | | |

* Including interest on investment.

† Does not include interest on investment.

PRESIDENT PETER: This report will take the usual course and be referred to the Board of Control.

The next report is that of the Committee on Adulterations, Mr. Carl Brucker, of New York, Chairman.

Mr. Brucker presented the following report:

REPORT OF COMMITTEE ON ADULTERATIONS

Mr. President and Gentlemen:

The Committee on Adulterations, as in previous years, engaged in the work to which they were assigned with alacrity and zeal. All members of the Committee residing in distant cities were addressed by letter, and personal conferences were arranged for the purpose of submitting at this time a report in keeping with the purposes and dignity of this Association. The National Wholesale Druggists' Association is an organization of greatest importance in the United States, and its objects are of such a nature that the humblest citizen of this great country practically par-

ticipates therein, because through the medium of wholesale and importing druggists, medicines are dispensed which find their way into every home. Therefore it is an honor and a privilege to officiate as a member of the Committee on Adulterations, for through the endeavors of this body the reprehensible practice of adulterating drugs, chemicals, and related products has continually been lessened.

When we make this almost positive assertion, we confidently point out the fact that for years past the activity of State Boards of Health, scientific literature from foreign and domestic sources, coupled with the assistance of numerous recognized trade journals, have had a salutary effect; and if adulterated articles find their way into commerce to-day, it is accomplished knowingly and wilfully, because published tests pertaining to almost every article of commerce may be readily obtained from manufacturers who publish same with the sole object of educating the buyer to existing standards.

The question oftentimes arises, what constitutes adulteration? Quality invariably takes precedence over the question of adulteration, for who will gainsay that certain inferior articles of manufacture should not be employed to obtain desired, if not best, results. During the last few years an unquestioned wave of prosperity swept over this country. Quality was sought for and fair prices were realized for commodities. It remains a fact, however, that trading is classified and goods are still manipulated so as to meet trade requirements. Crude drugs, essential oils and powdered substances oftentimes do not withstand recognized tests for purity, but invariably it is found that this condition is due to sophistication at sources of production over which the American importer has no control or jurisdiction.

A visit to many importing houses will be rewarded by a view of such curios which accumulate from time to time. For instance, there one can find how the "wily Chinese" deftly fills musk pods with foreign substances, and then reconstructs the pod so as to make it appear perfectly natural. Oil cassia containing 60 per cent. cinnamic aldehyde, and even less, is often found in

commerce to-day. Sandalwood oil is so manipulated that the specific gravity and santalol content will conform with all requirements. We can not refrain from mentioning such articles as, for instance, gum opium, balsam copaiba, rhubarb, cream of tartar, sal ammonia, and so-called C. P. acids, which articles are so manipulated at times that the foreign substances therein contained often baffle detection. It is to be hoped that the revised "United States Pharmacopœia" will have a tendency to obliterate entirely the audacious practice on the part of foreign exporters to endeavor to foist upon the American importer such articles, which so frequently have furnished a commercial bone of contention.

We have statements to the effect that flagrant instances of adulteration evidently do not exist. The following abstracts are taken from letters which were received from members of the Committee:

1. "Please find herewith a copy of our price list. I have nothing to add to the remarks made therein excepting to say that ten—twenty years ago the adulteration of sal ammonia was a common occurrence; it is only within the last few weeks that this bad adulteration has come to our notice, and I believe that it should find a place in your committee's report."

2. "As a member of the Committee on Adulterations, I wish to report in regard to the line of chemicals which my company manufactures and imports that happily most of them do not come within the adulterator's scope, either through their extreme cheapness or through knowledge of quality, which most dealers and consumers seem to possess. Two chemicals which formerly were most favored with manipulation, namely sal ammoniac and oxalic acid, have been neglected, owing to the better knowledge of even smaller dealers and consumers."

3. "Yours of August 23d at hand and it has been my intention to write you since receiving your letter of May 10th, but it has been put off from time to time and finally when things are not attended to promptly, as you know, they have been forgotten, which is usually the case. Our experience with adulteration in

this market from examinations made by the State and city chemist, who has charge of our laboratory, as stated to me by him, is practically very little. He examines all these articles when they come into the house, and is well pleased with the purity of nearly every article."

4. "The question of adulteration in chemicals is, however, an uncertain proposition. The recognized manufacturers of chemicals do not adulterate, and the worst that can be expected in any goods in our line is some slight impurity not thoroughly extracted, but I believe there is no adulteration in our line of goods, understanding by that, a foreign admixture."

5. "In reply to yours of August 23d, we would call your attention to one article, oil cassia. We have frequently received this in original packages and found it had been opened and plugged at the bottom. In regard to this we find it a very hard matter to get the pure article."

6. "I have yours of the 23d inst., and note contents carefully. I have felt a little loath to make any comments regarding our neighboring jobbers, but I have noticed for some years that several of the jobbers with whom we compete are putting up laudanum 7 per cent. strength, which they admit and attempt to justify themselves by saying that general store trade which buy this class of goods understand that it is not full strength. These goods go out to the trade labeled laudanum, and I think it inexcusable. I also deplore the fact that so many flavoring extracts and essences are manufactured from ethereal oils and sold as pure extracts. I think that these matters might receive in a general way the attention of our committee."

7. "A very interesting article is powdered asafœtida. The Pharmacopœia of 1900 requires not less than 50 per cent. alcohol soluble for the gum. Accordingly, a powdered asafœtida can not be considered as coming up to the standard of requirement of the Pharmacopœia without conforming to this requirement. As a matter of fact, however, during the past five years, having received and tested numbers of samples, our analysts have found no lot testing higher than 36 to 37 per cent., and the majority of

the stock ordered tests only about 19 per cent. soluble in alcohol. This is probably not intentional adulteration, as undoubtedly it is necessary to add a small percentage of absorbing material, and in the drying out of the gum the resin is oxidized to form alcohol insoluble compounds. Our conclusion is that powdered asa-fœtida is unfit for pharmaceutical use, and our laboratory has adopted a pure alcohol extract made from tears. We now turn to fraudulent adulteration and refer first to powdered aloes. We have had offered us during the last year by a number of brokers a powdered aloes, so-called, which contained only a trace of aloin. Investigation proved this to be an evaporated, dried and powdered residue left after the extract of the aloin from commercial aloes. The resin podophyllin sold in a large way is largely adulterated, and we refer to our report on one sample, which was found to contain between 30 and 40 per cent. of aloin. Other samples have been mixed with gamboge in various proportions. Powdered gum tragacanth is often offered mixed with more or less corn-starch."

8. "I have written to some of the State boards of health, and from one of the most prominent, outside of New York State, I received a letter reading as follows:

"I am obliged to inform you that I can give you no information concerning the adulteration of chemicals. By adulteration I presume you mean the wilful mixture or substitution of cheaper materials, and not the ordinary accidental impurities."

"This may mean one of two things, either that owing to the ethics of the Board of Health he could not advise us of any adulteration of chemicals, or, on the other hand, that there are no such adulterations to be found. The letter also intimates that there are goods sold containing impurities. This, however, would not be a crime; it would imply failure to abstract impurities naturally existing, and which would indicate lack of care, rather than a criminal action such as adulterations would imply. I am pleased to state, although it may lack interest for your paper, that the chemical trade in our line are perfectly honest; there is no adulteration, meaning thereby a wilful admixture."

The high efficiency of American colleges of pharmacy and the instructive literature (which is of the highest scientific character and value) are direct causes and account for the apparent healthy drug trade conditions.

That a national law regarding adulterated substances will spring into life in the very near future is now an established fact. We do not wish to criticise the action of any particular State Board of Health ruling, but drastic measures which were recently resorted to in different States without previously giving proper definition, is still a subject of grave consideration on the part of manufacturers of food products. How the abolition of harmless colors, preservatives and chemically pure substances can be accomplished without detriment to the general public and to the manufacturers is at the present time problematical.

It has been intimated that this Association should act independently from any national or State law regarding the adulteration of drugs and chemicals. It has already been suggested (and we desire to approve) that a competent official chemist be appointed, to whom such samples could be submitted for analysis which represent goods of a suspicious or spurious character. We think that such action would bring about good results. We have concluded that this remedy would be effective, because publicity, which could then be judiciously meted out to offending parties, would have a marked effect, and would enable such merchants who have not the facilities for testing and examining goods to feel perfectly secure in purchasing in open market.

In presenting this collective report the Association will recognize the fact that the subject of adulteration has been exhaustively treated heretofore. As long as different grades of goods are manufactured, just so long will different grades of raw material be demanded from first hands. Impurities in some articles do not necessarily indicate the presence of an adulteration, because often in the selection and manufacture of crude materials, foreign substances find their way into crude materials in a perfectly natural way, and which can only be eliminated through the process of isolation. Our efforts should therefore be directed

only against such offenders who wilfully and knowingly distribute articles which are bought by the merchant on recognized test, but whose character was changed for the purpose to mislead or for unreasonable gain. We recommend that this Association act as far as feasible with legislative bodies toward one end, viz.: That absolutely pure drugs and food stuffs be placed at the disposal of the public, so that such joint action will bring about the distribution of pure drugs and food stuffs, which can be partaken of with perfect impunity.

Respectfully submitted,

CARL BRUCKER, *Chairman.*

PRESIDENT PETER: This report will be referred to the Board of Control under the rules.

The next business will be the report of the Committee on Drug Market, Mr. E. W. Fitch, of New York, Chairman.

Mr. Fitch read a portion of the report, which follows in full:

REPORT OF COMMITTEE ON DRUG MARKET

To the President and Members of the National Wholesale Druggists' Association:

In reporting on the state of the drug market for the thirty-first meeting of this Association it is a great pleasure to note that the past year has been one of unusual prosperity; the country has been favored with bountiful harvests, and peace and plenty have joined hands to gladden the whole land. The pleasure from the retrospect is enhanced, too, by the knowledge that the future looks bright. So good an authority as Mr. Rockefeller prophesies at least five more prosperous years, and sees scarcely a cloud on the financial horizon. In this general prosperity the drug trade has shared, and there is abundant reason to hope that there will be a still further development of these

enjoyable conditions. Turning for a moment from what may be termed the material or tangible prosperity of the nation, it is found that the prominent position which the trend of political events has given our favored country has come about without any strain on the stability of financial affairs, and the eyes of the world are now fixed upon a prosperous, contented and influential community. Here it may not be amiss to refer in a general way to a marked scarcity, with corresponding increase in prices, of certain crude drugs, arising from the fact that either the plants are becoming scarcer or less attention is paid to their gathering. This of itself gives an increased interest to the drug trade, and it may be that the scientific growth of medicinal plants will at no distant date attract the attention of a large section of the drug trade. That, however, is in the realms of the future, and it is the past with which this report, which I have now the honor to present, deals.

The market in general during the last year has presented a number of interesting features, the details of which are noted below. In many local quarters satisfaction is expressed at the condition of trade within this period, but it can not be denied that this condition is not one of universal recognition. There have been periods of dullness which have stirred competition to a degree that has in quite a number of instances kept local values seemingly below the parity of those warranted by the position of the primary markets. At present dealers are generally confident over the outlook for the early future, nothing of apparently unfavorable portent marring the situation. The following concerns the position of the leading staple articles during the year:

ACETANILID was advanced from 20½c. to 21½c. early in April, under the strength of the raw material.

ACID CARBOLIC rose from 12c. to 13½c. late last year, but the course of the market this year has not been so well maintained, and 13c. is now current.

ACID CITRIC has responded sharply to the strengthening of the raw material on two occasions during the year, the advances aggregating 6c., and establishing quotations at 38c. to 38½c.

ACID PYROGALLIC advanced from \$1.45 to \$1.55 in January, and to \$1.65 in April, following a strong upward tendency for nutgalls. Under the same influence tannic acid, commercial, rose from 33c. to 35c., and crystals from 50c. to 58c.

COMMERCIAL ACIDS.—There has been no particular change in the market, and no change is anticipated for the coming year.

ACETIC ACID has advanced during the past year from \$1.95 per 100 lbs. to \$2.75 per 100 lbs., on the basis of 28 per cent. on account of the very marked advance in the Acetate of Lime market.

AQUA AMMONIA.—This article has advanced on 26 deg. from 4c. to 5c. per pound, but no further advance is anticipated.

ALKALIS.—Values have remained steady, and no change is looked for in the near future.

During the greater part of the year Acetone has maintained a rising course, in sympathy with the scarcity and strength of acetate of lime, values having touched a level of 17 cents in March last. Of late there has been a slight reaction with the freer availability of the raw material, and 16½ cents is now named.

Advances have been made in both grain and wood alcohol during the year, the former to the extent of 7 cents, and on the latter by 10 cents.

Values for aloin have been enhanced by the strengthening course of aloes, manufacturers quoting 5 cents higher than last year.

During the height of the consuming season balm of Gilead buds held a firm position at 45 cents, but with the abatement of important inquiry and the prospect of arrival of new buds the

market weakened to 35 cents in March, and has held practically to this basis since. With the approach of the coming season advances are awaited.

ANTIMONY.—Values for powdered needle show an increase of nearly 100 per cent. over those of last year, owing to the growing stringency of the crude material in China and Japan, where, it is stated, the mines are beginning to give evidence of exhaustion.

BAYBERRY WAX rose from 20c. last February to 45c. in May, owing to the restricted production and the close concentration of spot stocks, but values have lately tended toward a more normal position, and the market is now at 40 cents.

BEE SWAX has followed a fairly steady course during the year, supplies of crude yellow having been moderate from both domestic and foreign sources.

CARNAUBA WAX has reached an unusually high level as the result of the light production last year (especially of the higher grades) and of increased consumption. No. 1 was held at 50c. and No. 2 at 42c. last April, these figures representing advances of 20 and 14 cents respectively since the first of the year. The increase in the lower grades was less prominent, amounting to about 6c. in the same interval. During recent months values have receded, No. 1 being now at 41c., No. 2 at 36c., and No. 3 and North Country at 28½c.

JAPAN WAX held a continued downward tendency, which was finally checked in May last, in consequence of a decided show of strength in the primary markets; and values, which had weakened from 12 cents in October last to 9⅛ cents, have since recovered and the market at this writing is firmly established at 13½c.

BLUE VITRIOL.—Prices have ranged from 4½c. to 5½c., in sympathy with the ruling price of copper.

BISMUTH preparations were reduced in September 15c. to 20c., owing to the easier position of the metal market.

BROMIDES.—Probably the most radical change of the year was the decline made on this line in February last, by which potassium, which had been selling at 30c., became available at 15c.; sodium fell from 35c. to 17c., and ammonium from 40c. to 22c. The reduction was initiated by the powerful German syndicate in retaliation of the move of the leading American producers to compete with the syndicate in the European markets. Sodium was advanced 3 cents in May owing to an increased demand, and in September the American representative of the German syndicate announced an advance of 2 cents in all descriptions. Both advances were followed by the American producers.

CANTHARIDES, whole Russian, weakened from the high level of \$1.60 reached in October last, and at the close of last year \$1.25 was quoted. This value has prevailed during the greater part of the current year. Powdered Russian flies have been steady at \$1.20, but lately rose to \$1.25. Competition has been especially keen over Chinese cantharides, and prices for whole have declined from 60c., quoted about a year ago, to 47c., the present quotation. During this interval the fall in values for powdered has aggregated 8 cents.

CASTOR OIL was advanced $\frac{1}{2}$ cent for all grades, in sympathy with the higher cost of the castor beans last January. This change was the first made in many months. The crop outlook for the seed now is regarded as very unfavorable, and there is a decided prospect of higher values.

CHLOROFORM has been reduced to a basis of 25 cents by a series of five declines since last September, which aggregated 20 cents. The patents, which for many years seemed to close control of the acetone process, expired last June, and the leading producers sought to discourage competition by the cut in values.

COCAINE has been in rather an unsatisfactory position, owing

to the intensity of competition, which was charged with keeping the market below the parity held to have been warranted by the strength of the leaves. Early this year several local houses announced an advance from \$3.50 to \$3.75, but their move was not generally followed, and the lower quotation has remained available since.

COCOA BUTTER has fluctuated frequently during the year, quotations being susceptible to the influence of the Amsterdam and London auctions. Local values have ranged between 27c. and 29c. for prime Dutch brands in bulk. The range of quotations for 12 lb boxes has been between 35c. and 37c.

COD LIVER OIL.—Values for Norwegian oil have tended toward a reaction from the relatively high level of \$40, reached in September, 1904, and with a disappointing consuming season and favorable prospects for the new production, the decline was steady until the level of \$22 was touched in July. The last crop proved to be the largest in many years, yielding nearly 42,000 hectoliters of oil, equal to about 30,000 barrels of refined oil, an amount about 5,000 barrels beyond the extent of the average consumption. Early in August the primary markets manifested a stronger tone in consequence of the reduction of stocks, the spot situation responded in sympathy, and values have since risen to \$27. The Newfoundland product has followed a similar course to that of the Norwegian, values having declined from \$43 toward the end of last year to \$22 at present for new oil.

EPSOM SALTS have held a fairly firm and steady course during the entire year, for a considerable part of which the American production has not been up to the demand. There is quite a movement in the foreign goods, which are available somewhat below the American schedule, but producers here declare they have little fear of the foreign competition, on account of the more attractive quality of the domestic goods.

ERGOT has been in weakening tendency for the greater part of the year, values having yielded from 38c. for Russian and 40c.

for Spanish in October last to 31c. for the former and 33c. for the latter in July last. For several months the primary markets had manifested a strengthening tendency, but local dealers were inclined to be indifferent to this condition until its sincerity was assured by the decidedly unfavorable crop prospects, especially in Spain, and the attempt at concentration of local stocks had met with quite a measure of success. Spot values rose sharply to the occasion, and Russian was maintained at 45c. and Spanish at 48c. Since that time there has been a slight reaction abroad and in the local market.

GLYCERINE C. P. has weakened under the influences of competition and an easier market for the crude. Prices have declined from 13½c. to 12c. Dynamite has shown a sympathetic tendency, having fallen from 11¼c. to 10⅞c. during the year. The market for both now appears to be steady.

HAARLEM OIL.—After a long period of depression, during which the price remained at \$1.75, the market assumed a stronger position, with the reduction of spot stocks, at \$1.80, and during a period of temporary scarcity sales were reported at \$2. With the primary market higher, recent importations are held at \$1.85 to \$1.95.

HYPOPHOSPHITES were advanced from 47c. to 60c. for all descriptions in May last, following the withdrawal of keen English competition and the firmer stand of the raw material. A further advance of 5 cents was announced a week later in soda and potash, but lime remained at 60 cents.

IODINE preparations have advanced sharply within the last twelve months, owing to the stronger position of the crude material. Since last October resublimed iodine has risen from \$3.15 to \$4.15, iodoform from \$3.45 to \$4.40 and potassium iodide from \$2.40 to \$3.15.

LYCOPodium developed a strong upward tendency about the close of last year, unlabeled advancing from 80c. to 84c. and the

strengthening course of values was well maintained through the opening months of this year, having reached 90c. in February. Since then the market has yielded steadily to the weakening influence of the primary market and the lack of important demand on spot, and at this time values are on the basis of 62 cents.

MANNA has gained strength during the year, especially for small flake, supplies of which have been generally small. The market for this variety is now on a basis of 34 cents, against 28 cents last year.

MURIATE OF TIN has maintained an upward tendency on account of the advance in Straits tin.

MENTHOL.—Probably no other item has shown such a widely fluctuating course as this, owing to the large speculative interest. From last October the market was in steady decline in consequence of the record production in Japan and the heavy purchases for local requirements, from \$3.15 to \$1.75 last June, when the long-continued depression was checked by the manifestation of strength in Japan and the leading European markets, when reports were current that heavy short interests had been unable to cover to advantage. The stimulus has served to keep the market sustained at steady advances until \$2.35 is now established.

NITRATE OF SILVER has been in occasional fluctuation, the advances having aggregated 3 cents more than the declines during the last year.

NITRATE OF SODA.—Prices remain steady and the tone of the market is firm.

NUX VOMICA showed a strong upward tendency late last year, following extraordinary demands on spot, and from $2\frac{1}{2}$ cents the market rose to $3\frac{1}{2}$ cents, but during the present year the course of the market has been reactionary, and the lower level is again in effect.

OPIMUM.—This market has followed quite a varying course within the last twelve months, but the gain in values has been material. From \$2.75 last October cases declined to \$2.72½ at the close of last year, but the unfavorable crop outlook checked this tendency, and quotations reached the \$3 level in February last. The demand slackened and competition was intensified until prices fell to \$2.85 in May. The shortage in the crop again manifested itself to the extent of attracting considerable speculative interest in the primary markets. Some estimates placed the yield at not more than 3,200 cases, against 9,830 cases last year, and samples of the new gum were of a low test of morphine. These factors were the means of establishing the market on an upward course, and from \$2.85 for cases last May, the advance has been steady to \$3.30 at the present time. Powdered is also firmer at \$3.65, against \$3.25 last year.

CODEINE was restored to the \$3.20 basis for bulk last November after the market had been at \$3.10 for seven months. The higher level was held to be warranted by the extent of the seasonable demand and the increased strength of the foreign markets. The advancing tendency of opium has induced expectations of a higher market with the advance of the present season.

MORPHINE has remained at the same level of \$2.10 for bulk, which has been in effect since July, 1903. Opium has shown a widely fluctuating course during this interval, and in sympathy with the upward course of values during recent months English makers have established morphine on a higher level. American producers have not been disposed to follow this initiative, being reluctant to make a change in their schedule unless fully warranted by the position of the opium market.

QUININE.—A declining course has characterized the market during the past year, with the exception of an interval in October last, when values rose from 21c. to 23c. as a result of an advance of 8 per cent. in the Amsterdam bark sale and the improved demand for quinine. This basis remained in effect until last April,

when the lower value again prevailed, following a decline in bark value and the announcement of excessive bark shipments. The following month another decline established quinine at 20 cents. The lower bark unit, the abatement of important demand and the continued heavy bark shipments were accepted as the factors for the decline. This quotation has since remained in effect.

QUICKSILVER declined from 55 cents last October to 52 cents in April, under the influence of heavy arrivals, but during late months values have tended upward, and the higher level is now in effect.

ROCHELLE SALT AND SEIDLITZ MIXTURE declined $\frac{1}{2}$ cent in January, owing to the easier position of the raw material, bringing the former to $20\frac{1}{2}$ cents and the latter to 17 cents.

SALOL weakened to the extent of 2 cents in August, bringing the market to 88 cents for bulk. New competition prompted the decline.

SANTONINE has advanced sharply on three occasions this year, bringing values for crystals in bulk from \$8.05 to \$8.95. The shortage in the Russian crop of wormseed, from which it is exclusively made, is offered in explanation of these advances.

SPERMACETI is stronger, with values established at 26 cents for block and 27 cents for cakes, against 20 and 21 cents respectively in October last.

STRYCHNINE rose from 65 cents to 70 cents late last year, following the advance in the raw material, and the higher level has since remained in effect.

THYMOL declined from \$1.75 to \$1.65, but of late the stronger tone of the primary markets has put values on the basis of \$1.70.

VANILLIN has been the object of keen competition during the last year, and within this period values have declined from 55 cents to 35 cents.

BALSAM COPAIBA has been fairly steady for Central American, and while there has been a decline of one cent in some quarters, an advance is looked for. The Para variety has been scarce and is higher by one cent.

BALSAM FIRS have yielded to active competition, the Canadian being now available at \$3.10, against \$3.40 last year, and the Oregon being offered at 70 cents, a decline of 20 cents.

BALSAM PERU has also been the object of keen competition, in which goods of doubtful quality have been listed, and the market is now at \$1, a decline of 10 cents during the year.

BAYBERRY BARK, which reached the low level of 6½ cents in October last, regained some of its former strength this year, values now being up to 11 cents.

BUCKTHORN BARK is slightly lower, under the influence of late arrivals, at 5 cents.

CASCARA SAGRADA has continued its downward tendency, which was inaugurated by the excessive crop of last year, and the market is now at 6 cents for last year's bark, a decline of 2 cents within the last twelve months. While the present crop is regarded as being moderate, the abundance of local and primary stocks has made local dealers, as a rule, indifferent to offers from the Pacific coast.

COTTONROOT BARK has reacted from the high level reached last year on account of scarcity, and arrivals have established the market at 8 cents.

CRAMP BARK, which reached an extraordinary level at the close of last year, at 18 cents, owing to scarcity, has been tending toward a normal basis since, the market being now at 7 cents.

VANILLA BEANS.—The market for all descriptions has been in almost steady decline during the last year, especially for the Mexican beans, owing to the excessive production. Whole

beans, which were quoted at \$4 a year ago for the cheaper grades, are now available at \$2.75. Cut beans declined from \$2.75 to \$1.50 in May last, but an advance in the primary market has since established cuts at \$1.75. Bourbon and Tahiti vanilla beans have yielded in sympathy with the lower tendency of the Mexican.

ANGOSTURA TONKA BEANS are held at an advance of 5 cents.

CUBEB BERRIES have held a firmer position during recent months, and some dealers are quoting an advance of one cent for ordinary.

JUNIPER BERRIES have remained in the same unsatisfactory condition for the greater part of the year, stocks being plentiful, but the tone of the market has lately shown improvement, owing to the less favorable outlook for the new crop.

ANISE and CASSIA oils have been fairly steady during the year, quotations having shown comparatively little fluctuation.

MESSINA ESSENCES, bergamot, lemon and sweet orange have shown little variation, and while the primary market has manifested an advancing tendency, the effect has been reflected to only a slight degree on spot.

CITRONELLA OIL has strengthened materially, having advanced from 26 cents last October to 40 cents at the present time. The quality has shown a corresponding improvement, the practice of registering inferior goods on the part of the local dealers having led to greater discrimination in the production.

CLOVE OIL manifested a reactionary tendency from the high level of last year during the closing months of 1904 and the first four months of the current year. Within this interval values fell from 97½ cents to 62½ cents; but the downward tendency was checked by the strengthening market for the spice, and the market was restored to an 80-cent basis in August last. This figure is now being shaded, but the position of the spice offers little encouragement for any material concession.

CORIANDER OIL has responded to the firmer position of the seed, and values are generally firmer.

LAVENDER OIL has held to a firm basis during the year in sympathy with the strong position abroad, and the present outlook is for a maintenance of high values.

NEROLI OIL is held at materially firmer values for pure qualities, as a result of sharp advances in the primary markets. This tendency was attributed to the formation of a syndicate of orange flower growers along the Riviera.

PEPPERMINT OIL.—The market has followed its usually fluctuating course, and the tendency has been steadily downward during nearly the entire year—from \$3.70 last October to \$2.25 last July. The large extent of last year's crop, aggregating about 185,000 pounds, was the occasion for the declining course of values, and the favorable prospects of the new crop stimulated the movement last summer. In the interim the situation has been strengthened by the active movement of the new oil, and some of the earlier forecasts on the large extent of the yield have lately been modified.

ROSE OIL is generally held at an advance of 25 cents, owing to the comparatively small extent of the current production in Bulgaria, which is placed at 3,523 kilos, against 4,045 kilos last year and 5,027 kilos in 1903.

SASSAFRAS OIL, NATURAL.—The market has been in better supply and competition has been intensified. Valuations have fluctuated between 60 and 50 cents.

WINTERGREEN OIL, NATURAL.—Practically the same conditions apply to this as to the above mentioned oil, and quotations have ranged between \$1.90 and \$1.65.

WORMWOOD OIL.—The market has been steady during the year, but now shows less stability under the favorable crop conditions.

AMERICAN SAFFRON FLOWERS have varied considerably in value,

and for the greater part of the year have been held considerably above their normal level. Prices ruled around \$1.30 until late in April, when the market yielded in anticipation of new crop arrivals, and under this influence values have since declined to 85 cents at this time. The Alicante and Valencia varieties have ruled fairly steady.

ROMAN CHAMOMILE FLOWERS were in upward tendency during the first few months of the year, owing to the cost of the new crop and the limited stocks of old goods.

LAVENDER FLOWERS are in a very strong position at this time in consequence of the comparative lightness of the recent crop and the close control that prevails on local stocks.

CAMPHOR.—The market for this article during the last year has been very fluctuating, having ranged from 61 cents to 80 cents per pound; the present price is 68 cents per pound in barrels. The change in price is caused entirely by the scarcity of crude camphor. The supplies during the last year have been exceedingly scarce, which was caused through local disturbance in Formosa. Present supplies of crude camphor continue extremely scarce, and shipments of crude during the last four months did not average 50 per cent. of usual shipments. The cessation of hostilities which influenced the primary markets has not seemed to result in bringing forward any large supplies of crude, and a scarcity is anticipated for some months to come.

CURACAO ALOES have advanced strongly from $3\frac{3}{4}$ to $5\frac{1}{2}$ cents, the late crop having been considerably below the normal and quite insufficient for local requirements. The variety of aloes known as Barbadoes, in gourds, has been in similar movement, and is now held at 15 cents.

GUM ARABIC, which in the first part of the year was selling at the lowest price on record, has finally responded to the stronger tendencies of the primary market, especially for sorts, which are now held at $6\frac{3}{4}$ cents for amber, against $5\frac{1}{2}$ cents last year. The fine white grades show an equally favorable improvement.

CHICLE has been in occasional fluctuation and prices have been, on the whole, steady and firm, having ranged between 35 and 40 cents.

GAMBOGE, pipe, reached a level of 85 cents early in the year in consequence of the reduction of local stocks and the strong position of the foreign markets, but values have since receded until they are now at 75 cents, the same quotation which prevailed at this time last year.

GUM TRAGACANTH has been practically unchanged during the year.

BUCHU LEAVES, short, have followed a steady course around 15 cents for prime green. Long Buchu leaves have been of little interest, having been held at about three times the value of the short variety.

CANNABIS INDICA tops have been in active competition, and reports of goods on the market of questionable quality have been current. Values fell from \$1.05 to 95 cents, but lately the situation has developed new strength with the advance abroad, and \$1 is generally asked.

COCA LEAVES, Truxillo, have held to a firm and steady course during the year, values having shown little deviation from 18 to 19 cents.

GRINDELIA ROBUSTA reached an extraordinary level at 22 cents last July, available supplies having been held very closely. With the approach of the new crop the market weakened and is now at 9 cents.

YERBA SANTA has had somewhat of a similar course, it having touched 15 cents in March, but now is available at 9 cents.

SENNA ALEXANDRIA.—A firm and strong market has prevailed, and the outlook for early advances is regarded as favorable under the strong primary conditions.

GOLDEN SEAL, which reached a record value of \$1.50 late last year on the extreme scarcity of the root, advanced to \$1.65 in February; but with the availability of the spring dug, and later of the fall dug root, values have tended lower, and at \$1.20, the current quotation, the market is considerably above a normal level.

IPECAC ROOT.—The market has been established on a materially higher level for both Rio and Cartagena during the last few weeks, in sympathy with sharp advances in London. Stocks in the leading European markets, as well as on spot, have reached a low level. Current quotations are \$1.75 and \$1.80 for both varieties, against \$1.20 and \$1.25 last year. Little distinction is now made between the two kinds.

SARSAPARILLA, MEXICAN, which was in declining tendency during the closing months of last year, maintained a fairly steady position during the first six months of the year between 8 and 9 cents. The general lightness of local stocks was emphasized last July by the action of the customs authorities in detaining arrivals for closer examination as to purity, and under this influence values rose to 11½ cents in August. A slight reaction has restored the 11-cent basis.

JALAP declined from 11 cents early in the year to 8½ cents in March, owing to new crop arrivals, and later 8 cents was quoted. The declining tendency of the market was checked by the rejection of new crop arrivals because of the low test of resin, and values are now on the basis of 9½ cents for new root and up to 11 cents for old.

SENEGA, Western root, has been in easier tendency, with freer supplies and a lack of commensurate outlet, values having declined from 67 to 62 cents.

CARAWAY SEED has been in steady improvement during the year in sympathy with a strengthening market abroad over the unfavorable crop conditions, and quotations have advanced from 5 to 6¼ cents.

CORIANDER SEED has been maintained at the high level reached at the close of last year, when the market touched 7 cents for natural.

CANARY SEED has been the object of keen competition, and reports have been current of the adulteration of the South American with the Turkish seed. The market has tended toward a lower level.

CARDAMOMS have held to a steady basis, and the primary markets have lately indicated a stronger tendency.

SULPHATE AND CHLORIDE OF ZINC have been steady and without particular change.

NUTGALLS, which were selling early in the year at 13 cents per pound, have since advanced to 22 cents per pound. From this high price, however, there has been a decline, and prime blue galls are selling to-day at 17 cents per pound.

SHELLAC.—There is hardly an article on the list that has received more attention from trade papers and magazines than shellac, from the fact that another year of violent fluctuations has just passed, and while many arguments have been brought forth as to why this fluctuating condition should exist, it is undoubtedly a fact that while to speculation may be attributed some of the changes in values, the fact still remains that with production remaining practically the same and consumption increasing rapidly no changed conditions may be looked for. Values have fluctuated at various times during the year upon reports of light crops and poor qualities, and still the fact remains that even the poor qualities which have arrived have been sought by certain classes of consumers, and that satisfactory substitutes which have been continually promised have not arrived. Values were maintained on the high level which a few years ago were considered impossible, and it is a safe, conservative estimate that the United States is consuming at least seventy thousand cases per year.

Respectfully submitted,

E. W. FITCH, *Chairman.*

PRESIDENT PETER: This report will be referred to the Board of Control for consideration.

The next report will be that of the Special Committee of Commercial Travelers, Mr. B. T. Van Alen, of Chicago, Chairman.

The report was read by Mr. Van Alen, as follows:

REPORT OF SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

This city is truly "the Mecca" for commercial travelers. Here they assemble at the close of the year and await the "cutting of the melon." Many of our fraternity have been accorded the privilege of attending your annual meetings, and have frequently witnessed that affecting ceremony when your president accepts the keys of the city in which you meet.

This year we have unanimously decided to suggest a change in that programme, and request your president to arrange for a transfer to our body of the keys of this magnificent hotel.

We have heard that this city purposes holding a fair in 1909 to celebrate the three hundredth anniversary of the discovery of the Hudson river, and to further commemorate that event by the erection of a bridge over Spuyten Duyvil creek in memory of William, Prince of Orange, and are reminded that about this early period a Dutch trader offered his wares in this city, then known as New Amsterdam, hence New York can justly lay claim to the distinction of creating the American commercial traveler, and from which this city secured its just title of "the Commercial Metropolis of the United States."

This fact is further and enduringly emphasized in the seal of this city, on which appear two windmill arms crossed diagonally and forming a central figure, while on either side are displayed barrels, and at top and bottom the emblematic beaver. The

windmills typify the Dutch, and the barrels represent flour, as the Dutch in 1678 were granted the exclusive right to pack it for export, while the beavers represent the fur trading industry carried on between the Dutch and Indians.

Washington Irving describes a typical Dutch trade of these early days, in which an agreement was made between a Dutchman and an Indian. The Indian was to transfer as much land as could be enclosed by the hide of a bullock, and the Dutchman cut the hide in narrow strips about the thickness of a match, so as to take in a great extent of land and all the Indians with it. This surely was trading "per ox-hide," and quite evidently this early commercial transaction gave name to a now popular chemical commodity (peroxide).

"Cook's Tours," so long enjoyed by us all, have this year become "Pierson's Itineraries," and while your chairman of this committee for 1904 carried you in thought to the burning sands of the Arabian desert and the dull monotony of Egyptian life, your committee of 1905 purposes remaining at home and setting forth as best they can something pertaining to the life of the traveler who to-day sells to the jobber.

This class of travelers exemplify a tripartite combination, on one side the manufacturer, on the other the customer, and between them the traveler. *Try-part-it* and business interests would quickly cry out for a reinstatement of the "go-between."

Our meeting with you each successive year helps us to understand each other better, to emphasize a bond of sympathy which is often too much lacking in the affairs of business life. We learn to banish the misunderstandings which are wont to crop out at times, and to show to those upon whom we call that we have neither horns nor wings, simply maintaining our individuality and endeavoring to exemplify a personality and influence by which we will not be outgeneraled.

We are of different physical characteristics; some are better looking than others; some are strong in muscular development. Then, too, we differ mentally; some have very little education, while others have education and pedigree; some have had illus-

trious ancestors, others are obscure; some are rich; one owns an automobile, while a few, perhaps, sin, but we all struggle and have similar heart characteristics, the same longing to provide for family, the same desire for true friendship, charity and justice, and to pursue our vocation in its broader aspect requires all the courage and all the conservatism we can command.

The commercial traveler should be a man of such mental, physical and moral parts as are calculated to beget the confidence and respect of those upon whom he calls. The feelings which he arouses are very directly reflected upon the house which he represents, hence it is quite clear that personality is a factor in the successful life of these men, and there must necessarily be back of this personality the element of a clean character.

The faculty of ready speech lends an influence and wins favor. It promotes popularity and has somewhat of a money earning power.

More thought and attention is given commercial travelers by their employers than is accorded any other man on their pay roll.

A salesman can not go on the road as some politicians go to a convention—uninstructed.

He should keep in close touch with his firm by daily correspondence, for when on a trip, business is food and drink to him, and not infrequently takes the place of sleep.

Short trips with regular and systematic visitations are productive of the best results, for by them the traveler gathers impetus as he goes and does not lose his reserve force; his individuality more clearly retains the mark of success. He is better equipped to meet emergencies, and to the appreciation which will be accorded his work well done will be added the confidence in his ability to do as well again.

Worry is the tramp of the mind that has no visible means of support. Why should we worry? We can either help anything or we can't. If we *can* help it, why on earth don't we do it, and if we *can't*, why on earth do we need to worry about it?

In this connection the fact should not be lost sight of by the salesman that nearly all firms keep themselves informed of the

salesmen in their own or kindred trades who possess distinctive characteristics, who make a favorable impression, and of whom are heard only favorable reports, and while the average salesman hungers and thirsts for information, the average firm is daily gathering it in.

Your committee has interrogated the clerks of thirty-five leading hotels in thirty-five of the larger cities west of and including Pittsburg, and find twenty of these hotels conducted on the European plan, where steam heat, electric light, brass bedsteads and telephone in each room, with expensive furnishings in the public part of the building, all contribute to one's comfort in marked contrast with "ye olden time" when the landlord bought his coal at \$5 a ton and dealt it out to the boys at 50 cents per hod.

Hotels can not be successfully conducted upon the lines that prevailed twenty-five years ago.

The entire traveling public demand better things, and with these improvements come additional charges, but the patron's life is perceptibly prolonged.

The inquiry further disclosed the fact that commercial travelers constitute 50 per cent. to 75 per cent. of the daily registration, with an average of 64 per cent., and were it not for the regular patronage of this traveling army fully one-half of our hotels would be compelled to close their doors.

Statistical reports indicate the employment of something like 60,000 traveling men in the single State of Illinois. With this figure as a basis the total number in the United States must aggregate more than half a million, and the quality is apparently holding out.

Your chairman has conferred with men prominent in their respective lines of business and tabulated a careful and conservative estimate, which shows that 2,700 commercial travelers are employed by wholesale druggists, 2,100 by the various pharmaceutical firms, and by the manufacturers of proprietary medicines, chemicals, glassware, essential oils, perfumes, soaps, brushes and other interests allied to your association 3,200 more, making a total of 8,000 affiliated with the National Wholesale Druggists'

Association. Gentlemen, the commercial traveler is quite a pronounced asset in your Association.

The list of casualties upon our railroads, as frequently set forth in the daily papers, is a matter of grave public concern, yet it appals the average reader or traveler for only a day.

When a railroad disaster occurs many are quick to attribute criminal indifference on the part of the railroad officials. These men should not under sudden impulse be so accused. They are neighbors, fathers, husbands and in all respects good citizens, and just as anxious to successfully and safely handle their property as are others in less hazardous pursuits.

When one reflects upon the fact of 211,000 miles of railway in the United States being in operation every day, and a commercial traveler being upon every passenger train that runs over these roads you will conclude that a railroad train is not the most dangerous place to be in.

Yet the commercial traveler's occupation is at all times hazardous. He wisely safeguards himself by patronizing Pullman cars, where the element of safety to life is most apparent, and he is entitled to this greater safety, for traveling is his daily vocation, and his life is not only dear to the loved ones at home, but of value to his employer.

A ticket auditor of one of the larger railway systems of the West informed the speaker that in his estimation commercial travelers contributed one-third of the receipts of his company from ticket sales, and the miles they traveled over his line in one year were approximately 50,000,000, while the sum received from excess baggage was nearly \$300,000.

This reference to just one railway will leave to your imagination what must be the enormous aggregate receipts of all our railways from the great body of commercial travelers.

The system of servants demanding or expecting tips is to-day thoroughly perfected. They have their own secret rating of a customer, and can make things unpleasant for him in numerous small but effective ways.

A Pullman porter receives low wages, and a whisk broom cost-

ing 35 cents has a wonderful earning capacity in the hands of one of these descendants of Ham, who by its clever manipulation frequently secures a return of fully \$50 a month.

The spirit of service is the noblest form of ambition, yet compulsory tipping seems necessary to secure satisfactory service. Few men can resist the temptation of bestowing reasonable tips, for love of comfort and a measure of generosity are ingrained in most of us.

A careful checking of the 1905 list of members of the National Wholesale Druggists' Association discloses the information that 141 active and 68 associate members, a total of 209, who to-day are working members of various firms, have all performed honorable service as commercial travelers. In the list are found the names of your president and eight ex-presidents.

No novelist has shown greater skill in the development of his plot in the frequent introduction of new and important characters, in the elaboration of exciting situations, and in the unveiling of the motives which actuate noble men than can be found in the business history of these men. They discovered the upward path in the traveling life and kept it clear and open.

In this connection your committee would very respectfully, and with all the modesty becoming their craft, intimate the desirability of these men selecting from the body of commercial travelers 209 eligibles to gradually replace them, as many of them, we have good reason to believe, are quietly making preparations to retire from their labors and enjoy a well-earned rest with their accumulated riches.

Your chairman addressed thirty letters to commercial travelers prominent in the chemical, crude drug, pharmaceutical and proprietary medicine trades and requested replies to the following questions:

1. How many years have you traveled?
2. How many months do you travel in a year?
3. How many miles do you travel in a year?
4. How many nights do you spend in sleeping-cars during a year?

Nearly all responded, and a tabulation of their replies shows that these men have traveled from three to forty years each, an average of twenty-one years; that they are absent from home from five to eleven months a year, with an average of $9\frac{1}{2}$ months, and travel from 15,000 to 45,000 miles a year, averaging 26,175 miles, and they spend from 40 to 192 nights a year in sleeping cars, averaging 126. This record certainly indicates a strenuous life. From these letters I want to give you just a few excerpts.

One writes: "The hardships we have to submit to along the line of tips is an evil that is growing to an alarming extent."

Another says: "It would seem quite impossible to convey to the uninitiated the many discomforts experienced in the life of a commercial traveler, and only those who have had the actual experience can appreciate the enormous tax on the energy of those engaged in this line of work."

Still another: "The strenuous side of the traveling man's life should make a very fine subject for your report, as it embraces much that is not generally known. The traveling man, aside from the sacrifice of his home life, loses his identity in his neighborhood, being known only as the husband of his wife."

Here is just one more: "You ask how many years I have traveled. I decline to answer, for my proper age could then be figured, and that is a very delicate subject to me."

In conclusion, just this one reflection. The present body of commercial travelers whom I have the honor to represent will ere long become only a memory, and when we cease our activities and lay down our burdens may it be said of all of us, "They builded better than they knew." Respectfully submitted,

B. T. VAN ALLEN, *Chairman.*

PRESIDENT PETER: This report will take the usual course and go to the Board of Control.

We will now have the report of the Committee on Fire Insurance, Mr. Thomas F. Van Natta, of St. Joseph, Mo., Chairman.

The report was read by Secretary Toms, as follows:

REPORT OF COMMITTEE ON FIRE INSURANCE

To the President and Members of the National Wholesale Druggists' Association:

Gentlemen—Any report on fire insurance, following the one made by Mr. Thomas F. Main, chairman, and his committee, at the last meeting of this Association, will necessarily be brief and in a measure uninteresting.

If the printed report of that committee is carefully read and examined it will be found that it touches on about all there is to say on the subject. It recommends the best equipment of a wholesale drug house for protection against fire, and the best appliances and apparatus for the prompt extinguishment of a fire should one occur.

The ground has been so thoroughly covered that there is but little to be said along these lines without reiterating or emphasizing what has already been said.

The importance of a proper equipment and the necessary facilities for handling a fire are manifest to us all. The investment or outlay in providing such will without doubt prove more profitable to the merchant in a sense of security and a reduced rate of insurance than a like amount of money spent in any other direction.

Fire insurance is a fixed item of expense in every business. It is a trite saying and a true one that "any business worth doing, is worth insuring."

The natural question that confronts every business man is: First, how best to protect himself against the possibility of loss by fire; secondly, how to obtain the best indemnity against such loss at least expense. The best way to procure the lowest rates in the best insurance companies and to obtain the most protection against fire is to equip the building with automatic sprinklers, with telegraph and signaling devices, with such connections and other apparatus necessary to transmit fire signals, or any disturbance of any kind to the sprinkler system, to the headquarters of

the local fire department. To protect all windows from outside fires by open window sprinklers, wire glass windows or standard fire shutters. All chemicals of a combustible nature should be stored outside the building or in very small quantities in fire-proof vaults in the building; by separating the hazardous items of merchandise from the less hazardous by division fire walls, connecting different departments with double iron doors. Where oils, varnish, turpentine and other like goods are stored, a full supply of dry sand should be available, with scoops and pails in convenient proximity for emergency use. Casks filled with water at convenient distances from each other should be distributed throughout the building, with galvanized iron pails hung on posts or set on shelves in easy reach in case of necessity.

The shutting off of the electric current at night where the current enters the building is important. Defective insulation and wiring has caused many fires that have been attributed to spontaneous combustion.

In regard to extinguishment of fires, there is little left to be said that you are not familiar with. An important and necessary preliminary is the organization of employes into a fire brigade, who are competent to take charge in case of fire, and can and will make the best use of all appliances and apparatus provided for an emergency. Your former committee explained fully how this should be done. It is impossible to mention in this report all of the means for minimizing fire losses. We have only attempted by reiteration to bring to your attention a few of the most important. Your own ingenuity and your own peculiar surroundings, coupled with the many suggestions from the many insurance inspectors who regularly call on you, will do the rest. The question of indemnity, at least expense, comes next.

Mr. Edward Atkinson in an address at Chicago three years ago said: "All insurance is mutual. An insurance company is a combination for the distribution of losses, and all losses and expenses must come out of the premium, whether in a mutual company or a stock company." This undoubtedly is true and correct, for we know the company's capital is put up as a guaran-

tee only, and it is not expected that it will figure in the distribution of losses. A twenty-eight-year fire record of all stock insurance companies authorized to transact business in the State of Missouri gives \$1.1821 as an average rate charged and .6233 as an average loss ratio. On this basis .5588 is left to the companies for expense and profit. In Mr. Atkinson's report the average cost of the most effective and well-conducted stock insurance companies absolutely necessary to present methods of business is 33 per cent. of the premium paid in, and the average loss is 60 per cent. Figuring on the expense and cost as 33 per cent. and the losses as 60 per cent. of the premium paid, it is seen at a glance that in all stock companies the rate must necessarily be high to cover these two items alone, say nothing of profits.

The excessive losses from lack of proper equipment and necessary safeguards against fire, and the unrestrained acceptance of any kind of risk on the part of the stock companies, together with a reckless management and an increasing expense account, precludes the hope that we can ever expect to find cheap insurance in the large stock companies, as at present organized.

Until something better presents itself, the plan of organization and management of companies similar to the Individual Underwriters and New York Reciprocal Underwriters of New York, and the Underwriters' Exchange of Chicago, appear as advanced methods in the idea of insurance, as compared with the old companies. The stock companies are mutual to the extent that we are allowed to participate in putting up premiums sufficient to pay exorbitant losses and excessive expenses. In the Underwriters, as named, we can put up and we can also take down. Fifteen per cent. of the premium covers the entire expense in the management. After losses are paid, the balance, or profit, is passed to the credit of the subscribers. In the absence of losses the entire income is saved to the subscribers, excepting 15 per cent., which covers the matter of expense.

The New York Reciprocal Underwriters, we are told, has saved for its subscribers 70 per cent. of their premiums during the last seven years. Some one asks, "What if they have losses?"

If they have losses they are met, and the loss is always a loss to whomever it belongs. Their selection of risks, moral and otherwise, largely precludes a loss, to begin with, while in the absence of loss the premium is saved. Following a recent fire in Nashville, the insurance companies, through the secretary of the Nashville Board of Underwriters, issued a circular advancing insurance rates in Nashville 25 per cent., upon the plea that the insurance companies have been losing money on their Nashville business. It is said this advance in premium, if enforced, will cost the people of Nashville \$100,000 a year more than they now pay. This incident is given as an illustration as to who pays the loss.

There is no getting away from the fact that the premium charged must be sufficient to pay all losses, all expenses and furnish a profit besides. The Wholesale Druggists, *as a class*, can not expect a lower rate of insurance and cheaper indemnity against fire. The ordinary wholesale drug risk has been and is now unattractive to the best fire insurance companies, some of them going so far as to decline writing on them at all.

The coveted remedy and relief from this undesirable condition can only be attained in modern building construction and proper equipment. This once accomplished, the risk becomes attractive to the best stock companies as well as to the underwriters. Modern principles and advanced ideas in minimizing the danger of loss by fire, if adopted, will not only prove profitable as a saving in insurance expense, but will bring a new joy in the sense of security that is worth the money. Respectfully submitted,

T. F. VAN NATTA, *Chairman*.

PRESIDENT PETER: This report will go to the Board of Control, according to the custom of the Association.

The next business will be the report of the Committee on Fraternal Relations, Mr. J. B. Riley, of Macon, Ga., Chairman.

The report was read by Secretary Toms, as follows:

REPORT OF THE COMMITTEE ON FRATERNAL
RELATIONS

To the National Wholesale Druggists' Association:

Gentlemen—It is very gratifying to the Committee on Fraternal Relations to be able to report that the same harmonious relations heretofore existing among the members of the Association, not only still exist, but from reports received from every section, we are convinced that the fraternal feeling is growing stronger and broader. This we attribute in a large measure to the good work being done by the various local associations. We recommend frequent meetings of these organizations, as they have a tendency towards bringing the members into closer relationship, and as a member of this Committee expresses it, "eliminate many of the disagreeable features of competition."

As to relations with the retail trade we are pleased to note that there is not a discordant report from any section.

As a whole, our relations with the manufacturers are harmonious. Especially does this seem to be true with the larger and more prominent ones who show a disposition to deal fairly and more liberally with us. Certainly it is to the interest of manufacturer, jobber and retailer to encourage and foster this spirit of good will and friendship that has already been such a potent factor in advancing and promoting our respective interests.

Respectfully submitted,

J. B. RILEY, *Chairman.*

PRESIDENT PETER: This report will take the usual course and go to the Board of Control.

We will now receive the report of the Auditing Committee.

Secretary Toms read the report, as follows:

REPORT OF AUDITING COMMITTEE ON TREASURER'S REPORT

Mr. President and Members of the National Wholesale Druggists' Association:

We, your Committee, appointed to audit the Treasurer's report, have performed this duty and have found the report correct.

Respectfully submitted,

CHARLES S. MARTIN, *Chairman,*
WILLIAM P. RITCHEY,
WALTER V. SMITH,
Committee.

PRESIDENT PETER: If there is no objection the report of the Auditing Committee will be received and filed.

The next business will be the report of the Committee on Paints, Oils and Glass, Mr. Walter V. Smith, of Philadelphia, Chairman.

Mr. Smith presented the report, as follows:

REPORT OF COMMITTEE ON PAINTS, OILS AND GLASS

To the National Wholesale Druggists' Association:

Mr. President and Gentlemen—In presenting the report regarding the various commodities embraced in this line, your Committee notes with satisfaction that the trade conditions between capital and labor are in direct contrast to those prevailing at the time of our last annual meeting, and as the year 1904 was noteworthy as one of labor troubles, so the year 1905, up to the present date, will be regarded as a peaceful one by comparison. This with the exception of the window glass industry, the conditions of which we trust will be amicably adjusted before going into blast.

This is necessarily gratifying to all classes and augurs well for a period of prosperity.

The year opened in a very promising way with prices well maintained and the prospects exceptionally good, although the weather conditions were decidedly unfavorable during the early part, and continuing so far into the spring months.

Business has been satisfactory and far in excess of last year and with the prospects of it so continuing, which is due in part to the enormous increase of building operations and an absence of labor troubles, as mentioned above, which always restricts business to a greater or less degree.

Dealers throughout are very sanguine over trade conditions for the coming fall months and balance of year, and with the enormous crops in view over the entire country and abundance of money in circulation, bids fair to compensate the paint trade in general by increased volume of business.

Although these conditions without doubt are very gratifying to the members of our Association, who handle this line of goods, it does not alter the fact that the margin of profit on white lead is such that it has been suggested by some of my co-workers that an effort be made to secure better prices for this article. This I will gladly leave to the incoming committee, though we would all welcome a larger profit on this commodity.

With these facts as a basis of thought, your Committee will ask your indulgence for a condensed review of some few of the leading articles represented in this branch of our interests.

WHITE LEAD AND MIXED PAINTS.

Although the market price of pig lead has been erratic, the card price of white lead in oil of December 1, 1903, remained the same, until August 24, when pig lead advanced five dollars per ton, and in consequence the corrodors advanced the card price $\frac{1}{4}$ c. per pound.

This advance was looked for early in the spring when pig lead made a similar advance, but as the price receded shortly afterward, there was no change in price at that time. There was also

a rumor early in the spring regarding the merger of the leading corrodors, which naturally made prices firm.

Corrodors all report a very satisfactory trade during the spring and summer months and lead in oil was not only taken freely upon contracts, but additional sales were made to take care of the large demand from consumers.

Prices of American dry white lead opened at 5¼c. per pound, and remained the same until August 24, when in sympathy with the advance in price of pig lead it advanced to 5½c. per pound, which is the price at the time of the writing of this report.

The demand for mixed paints and colors has been exceptionally good throughout the year. There has been no material change in prices, which have been well maintained.

LINSEED OIL.

The flaxseed crop of 1904 was apparently short of that of the preceding year by some 9,000,000 bushels. Notwithstanding this it is estimated that there will be carried into the crop of 1905 a surplus of 6,000,000 or 7,000,000 bushels of old seed. Even with this large surplus, equal to about one-third of the year's requirements, the prices of flaxseed have had an upward tendency from January, when \$1.23 per bushel was quoted, to \$1.48 in August. The outlook at present is for a very large crop for 1905, the actual amount, however, being still undetermined, but a lower range of prices appears to be inevitable, December futures having been quoted as low as \$1.03½.

The price of linseed oil has been higher than during the previous year. At Chicago the market for raw has ruled from 37c. to 51c. for carload lots, as compared with 32c. to 42c. in 1903-04. It seems highly probable that quotations will range considerably less during the coming crop year than the two previous ones, how much it is difficult to say, as the market price of oil cake will have much to do with determining the cost of oil. The high prices which have been prevailing have caused the operators in adulterated linseed oil to be more active. As the sale of adulterated oil is such an evil it is to be hoped that the influence of

the National Wholesale Druggists' Association will be used whenever practicable, to secure legislation which will make it impossible to sell an adulterated article as linseed oil.

WINDOW GLASS.

The conditions respecting the window glass situation throughout the year have been complex. It has been a struggle for supremacy between the makers employing the hand-blown skilled craft against the manufacturers of machine-made glass. The numerous disquieting rumors of reprisals and the fear of the material lessening in the cost of production, has resulted in a smaller margin of profit than the exceptionally sound, underlying conditions of trade warranted. Moreover, it has increased the difficulty in forecasting the future. The year opened with the producers short of stocks and with an unusual active and persistent demand commensurate with the output, without giving the manufacturers an opportunity to accumulate supplies to carry them over the customary summer suspension invariably practiced by the hand or skilled blower plants.

The available supply of glass has been concentrated in the hands of the jobbers, who of necessity must have good assortments of the desirable sizes for the proper conduct of business and to meet the various requirements and trade necessities. The continued brisk demand throughout the year, due to increased activity in the building trade embracing the entire country, and the approach of the most active consumptive period which occurs in the fall months, has and will further decrease the available supply to a point where there is a pronounced shortage of the most desirable sizes. Its influence has been felt to a marked extent in quotations showing an advance of from 15 to 30 per cent. during the months of July and August, over discounts ruling earlier in the year, with the prospect of the present high range of values until October or November. The prolonged strike in Belgium has appreciably shown itself in the marked decrease in importations of French glass and has been an important and helpful factor in the situation from the standpoint of the Amer-

ican producers. The latest element and the most uncertain is the resumption of the factories. Two factions of skilled workers are at variance; one of them representing a very small minority have made a wage agreement with the most prominent manufacturers, whereas the strong majority representing another faction persist in holding off and have not been able to harmonize their differences. While showing a willingness to make some slight concessions in detail or factory practices, in the important factor of the wage schedule they insist upon material advances. No matter what the outcome may be, it will result in deferring a general resumption of work and to that extent make the present supply of glass more valuable until conditions reach a normal level again. Taking the situation as a whole, both manufacturers and jobbers we think will close the year with a satisfactory balance sheet.

POLISHED PLATE GLASS.—The productions throughout the year have probably been above the average, and while the consumption has been large, it is felt that there is a surplus of supplies that have not been absorbed. The price war and antagonism amongst producers and distributors has caused both uncertainty and an unpromising outlook. Rumors of consolidation and in fact numerous negotiations to that end have led to the hope that staple conditions would prevail, but the year is drawing to a close without anything definite being accomplished. Prices are admittedly dangerously near the actual cost of production and it would seem to be a case of survival of the fittest. This branch of the business, which requires a large amount of capital and is of a hazardous nature, should command healthy margins of profit to offset the natural difficulties with which it is surrounded, but prices generally have ruled low the entire year. Here and there in spots locally at a few centers local conditions have brought slightly better returns, but, on the whole the business has been in unsatisfactory shape.

The kindred lines of glass, especially wire glass and ribbed and rough for skylight use, and the leading kinds of ornamental

glass, show a higher level of prices and are generally in satisfactory shape.

Respectfully submitted,

WALTER V. SMITH, *Chairman.*

PRESIDENT PETER: This report will take the usual course and go to the Board of Control.

The next business is the report of the Proprietary Committee. It has been usual to make that a special order of business for some particular hour.

MR. J. N. CAREY: I would move that the report of the Proprietary Committee be made a special order of business for Wednesday morning at 11 o'clock.

(The motion was seconded and carried.)

Secretary Toms read several communications from Mr. T. James Fernley, Secretary-Treasurer of the Affiliated Presidents and Secretaries Commercial and Trade Organizations, as follows:

COMMUNICATIONS FROM AFFILIATED PRESIDENTS AND SECRETARIES COMMERCIAL AND TRADE ORGANIZATIONS

PHILADELPHIA, October 3, 1905.

Mr. J. E. Toms, Secretary National Wholesale Druggists' Association, Hotel Astor, New York:

Dear Sir—I beg to advise that as a result of the St. Louis Conference of Secretaries of the various trade organizations, a permanent organization was formed under the title of the “Affiliated Presidents and Secretaries Commercial and Trade Organizations.” A resolution was adopted on One Cent Letter Postage reading as follows:

“We recommend that the various trade bodies and commercial organizations throughout the country make strenuous efforts to

induce Congress to enact a law providing for One Cent Letter Postage. It is proposed to take this subject up very vigorously through the new organization."

We ask that your Association adopt a strong resolution on One Cent Letter Postage, and also that yourself and President become members of this organization.

Yours truly,

T. JAMES FERNLEY, *Secretary-Treasurer*.

PHILADELPHIA, October 3, 1905.

Mr. J. E. Toms, Secretary, Hotel Astor, N. Y.:

Dear Sir—At a meeting of the Affiliated Presidents and Secretaries Commercial and Trade Organizations the following resolution was adopted:

"We believe a Parcels Post System is not in demand by a sufficient number of citizens to render it advisable for the Government to incorporate it in the Postal Service.

"We believe it would be impracticable and enormously expensive. We therefore recommend that this Association use its influence to prevent the inauguration of any such measure."

We ask the co-operation of your Association on this subject, and we also request that a telegram be sent to the Postmaster-General asking him to absolutely rescind the order recently issued providing for the numbering of rural mail boxes, and delivery of mail to said boxes by number.

Yours truly,

T. JAMES FERNLEY, *Secretary-Treasurer*.

PHILADELPHIA, October 3, 1905.

Mr. J. E. Toms, Secretary, Hotel Astor, N. Y.:

Dear Sir—At a meeting of the Affiliated Presidents and Secretaries of Commercial and Trade Organizations the following recommendation was made:

"Recognizing that there is a mutuality of interest between the Manufacturers, Jobbers, and Retailers, and that their co-operation is necessary in order to insure the perpetuation of the present established system of trade distribution, we indorse conditions that are open business opportunities for the greatest number of individuals, and distribute trade over the widest pos-

sible area, thus avoiding centralization of trade and its attendants of evil.

"We believe that the future prosperity of the farm and factory is best served by encouraging this policy and shaping our united efforts to this end."

This resolution, as you will see, refers to Mail Order Houses, although it was thought best not to name them. We hope that your Association will co-operate with us in our efforts to lessen the harmful effect of this species of competition.

Yours truly,

T. JAMES FERNLEY, *Secretary-Treasurer*.

PRESIDENT PETER: The communications just read will be referred to the Committee on Legislation.

On motion, the convention adjourned until Wednesday morning.

THIRD SESSION

WEDNESDAY MORNING, October 4.

President Peter called the meeting to order at 10:35 o'clock.

Secretary Toms read the minutes of Tuesday afternoon's session, which were approved as read.

PRESIDENT PETER: The next business will be the report of the Committee on Relations with Local Associations, City and Interstate, Mr. Charles A. Jerman, of Minneapolis, Chairman.

The report was read by Secretary Toms, as follows:

REPORT OF COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTERSTATE

Mr. President and Gentlemen:

Owing to my change of location and the fact that I have been extremely busy, I have failed, signally, to give such attention to my duties as Chairman of the Committee on Relations with Local Associations as this important work merits. I say important because if the rank and file of the wholesale druggists of the United States realized the good that would come to them personally by reason of active membership in local associations, they would each and all join and work in harmony with them. I believe that it is only by this method that unbusinesslike and unfair competition can be entirely eliminated, and that when merchants meet from time to time, as they do in local associations, they grow to have more confidence in each other and in the honesty and integrity of their competitors, and in this way succeed in eliminating competitive abuses.

As already stated, I believe this subject worthy of the best brains in our Association, and care should be taken to appoint as Chairman of this important Committee one who, because of his knowledge of the beneficial results of unity of thought and action, and because of his personal enthusiasm in such work, would greatly strengthen the work of this Committee.

Respectfully submitted,

CHARLES A. JERMAN, *Chairman.*

PRESIDENT PETER: This report will take the usual course and go to the Board of Control.

We will now have the report of the Committee on Trade-Marks, Mr. A. J. Horlick, of Racine, Chairman.

Mr. Horlick, in presenting the report, said:

During the past year several things of interest have occurred along the line of trade-mark litigation, and a new trade-mark law has been enacted, which is of considerable

importance in this connection. On account of the numerous suits and the new law and other matters in connection with trade-marks which have happened during the past year, the report is somewhat lengthy, and as the proceedings of this meeting are published, and each member receives a copy of the report after the meeting, I will suggest that this report be read by title only.

PRESIDENT PETER: If there is no objection, such action will be taken.

The following is the report, which was read by title only:

REPORT OF COMMITTEE ON TRADE-MARKS

To the President and Members of the National Wholesale Druggists' Association:

Your Committee begs to report that, since our last meeting, matters both interesting and important have developed along the line of trade-mark legislation and litigation connected therewith. In fact, the past year has added a full quota of decisions.

Your Committee in previous reports has laid stress upon the necessity of prompt action in the protection of our rights, where they were being infringed upon. No year passes in which there are not some cases decided against the rightful owners because of unreasonable delay in asserting their position. As an illustration of this, a recent decision of the United States Circuit Court for the Southern District of New York denied a motion for a preliminary injunction, although it clearly appeared that the defendant was imitating the complainant's goods. The motion was denied on the ground that the package, the style of which was objected to, had been in public use by the defendants for some years, and had been exhibited at the Chicago, Buffalo and St. Louis expositions. On account of the delay on the part of the

complainant the determination of his rights was left to a final hearing of the court.

We desire, therefore, to emphasize again the importance of prompt action where rights are infringed upon.

It seems, however, that both federal and public interests are being awakened to the necessity of better laws and the necessity of taking advantage of these laws for the protection of some of the great interests of our country. For more than six years the subject of the revision of the trade-mark law of the United States has had attention, and during the last session of Congress the most important trade-mark bill yet proposed was passed, going into effect on April 1 of this year. By it the scope of trade-mark protection has been largely increased, and the number of marks which will be entitled to registration and protection under the law is multiplied many times. Care has been taken to avoid any prejudice to existing rights, and registration under the new law, either of marks already registered or of marks not heretofore registered, though highly desirable, is not in any sense compulsory. The common-law right of property in a trade-mark gained by priority of use, is expressly preserved, and may be enforced at law and in equity in the same manner and with the same effect as if this law had not been passed. Marks already registered under the old law will be protected for the period for which they were issued, but may be re-registered under the new law and thus secure a greater measure of protection.

The advantages of the protection afforded by the recent act are summarized as follows:

First, it gives jurisdiction to the federal courts of actions against infringers engaged in interstate commerce. Under the old act these courts have jurisdiction only when the infringing mark is used in foreign commerce.

Second, in any action for the infringement of a registered trade-mark where the plaintiff prevails he may, in the discretion of the court, recover damages in three times the amount of damages actually found to have been sustained.

Third, an injunction obtained in a suit before the federal courts

may be served and enforced anywhere in the United States, instead of only within the circuit where it was issued, as formerly.

Fourth, infringing labels or wrappers bearing marks found to infringe may be ordered delivered up and destroyed.

Fifth, registration under the new law may be made in the exact form in which the mark is actually used. Formerly registration has been so restricted by the requirement that the "essential feature" be specified, that registration has seldom been obtainable in other than a mutilated form, from which the mark as actually used was often unrecognizable. By reregistration the mark may be put upon the register in the form used, so that the examination which the Patent Office makes as a preliminary to subsequent registrations will more accurately guard the registered mark against the registration of infringements.

Furthermore, registration in most foreign countries is obtainable by an American citizen only in the form in which it is granted him at home. Under the old law the only registration he could obtain was in a form which often afforded him little or no protection when registered abroad. It may be important in many cases to reregister marks in the United States in the form in which they are actually used for the purpose of registering them abroad in the same form. The desirability of so doing can be determined only by the facts of each case.

The advantages above enumerated apply equally, of course, to marks that have never been registered in the Patent Office. But there are additional reasons why these latter marks should now be placed upon the register. Marks used in interstate commerce are registrable under the law, instead of marks used only in foreign commerce, as formerly. Moreover, any mark that has been in actual and exclusive use as a trade-mark for ten years past may be registered, although not within the common-law definition of a trade-mark. This provision is intended to extend the protection of the law to any mark which by long continued and exclusive use has acquired a distinctive character as a designation of the goods of a particular maker, whether that mark at the time of its adoption was a good trade-mark or not.

The advantages of the new law may be summarized by saying that it is far broader in its scope, and registration is less expensive than under the old law. Very probably the government register will in a short time be a nearly complete record of trade marks in use in the United States. He who neglects under these circumstances to register his own mark may find it registered by another, who may thereby obtain the right of title. The aggrieved party must then resort to an expensive and tedious proceeding if he would have the offending mark removed from the register and overcome the presumption of title which arises from registration.

Finally the deterrent effect of registration in forestalling infringements is unquestionably great. A trade-mark that is clearly one's own property is worth a dozen to which one can only prove title by suits against infringers. It is well, now and then, to call attention to the fact that a trade-mark to be valid must be definite. This question was passed upon by the Circuit Court of Appeals in December last (134 Fed. Rep. 571). The point involved was the trade-mark for a wire rope, the peculiar feature of which was a red or other distinctively colored streak, applied to or woven in a wire rope, the colored streak to be varied at will so long as it was distinctive from the color of the body of the rope. The court held that since a blue thread interwoven in the rope was the method used by the complainant as their interpretation of their trade-mark, and also since it was shown that a colored thread had been commonly used as a mark of identification, the court would not forbid another manufacturer using a red thread. "To allow the complainant the exclusive right of twisting into rope threads of any and all colors would give it a monopoly of the only way of marking rope."

In their desire to obtain the greatest possible protection the owners of trade-marks often seek to register trade-marks broader than those they actually have in use. But it is always to be remembered that under our law registrations can in no way afford protection beyond the form of the trade-mark as used, and it will be seen by the decision above referred to that attempts to enlarge

the registration beyond the scope of the mark itself are in danger of making the registration so indefinite as to afford no protection whatever.

We may note that one of the difficulties found in connection with applications filed under the new law arises from the requirement of the commissioner that only goods of the same "descriptive properties" may be included for registration in a single application. Early registrations often contained very indefinite descriptions of goods to which the marks were applied, as, for instance, dry goods, or medical compounds. It is evident that these descriptions are too vague and broad to be used in a legal document of this character. On the other hand, it is possible to make the requirements burdensome.

During the administration of Mr. Seymour, an application was presented for the registration of a trade-mark for groceries, drugs, flavoring extracts and coffee. The commissioner permitted this registration and said: "Registration can be limited by nothing narrower than the actual and lawful use of the mark (by the applicant) in the place where the business is transacted."

In a later application registration was sought for groceries, including "canned goods, flour, tobacco, cigars, dry fruit, condiments, farinaceous foods, flavoring extracts, coffee, lard, hams, bacon and canned beef." The examiner urged that divisions should be made, but the assistant commissioner decided to permit registration for all the goods enumerated. The present commissioner, however, decides that only one trade-mark can be registered with one application. One may, however, register trade-marks identical in form for each of the different articles. That this may cause difficulties in the future is plain from certain decisions of the United States courts. For example, some years ago, a complainant used the trade-mark "Lone Jack" on smoking tobacco and was held entitled to enjoin the use of the same trade-mark on cigarettes, although he had neither manufactured them nor sold them himself until after the defendant had placed his upon the market.

Again, in a later case the manufacturers of the well-known

"Arm and Hammer Brand" of soda were held entitled to an injunction against the use of the same mark by the defendant upon baking powder.

The English House of Lords, passing upon a similar question in a contested application for the registration of a trade-mark in the British Patent Office, decided that the previous registration of the trade-mark "Fruit Salt" for a preparation to be used in making an effervescent drink, was ground for refusing the registration of the words "Fruit Salt" for baking powder, for the reason that the public would thereby be led to believe that the baking powder so called was in some way connected with the article of plaintiff's manufacture.

The test of infringement applied in all these cases is whether or not the goods were so similar that the use by the defendant would naturally lead the public to believe that his goods were of the manufacture of the plaintiff. The question of whether or not the goods were identical in properties or in their use was not considered as governing. This is far from the principle announced in the decision above cited and very far, indeed, from the rulings of the examiners based upon that decision. For example, it has been held by the examiners that watches and clocks are goods of different descriptive properties, and can not be included in the one application; that pens and pencils are likewise goods of different descriptive properties and that different applications must be filed for the registration of the same mark as applied to them. It is hard to understand how articles not absolutely identical can be more nearly of the same descriptive properties than are watches and clocks, or pens and pencils, both of which are adapted to the same purpose and may be used interchangeably. Practically the principles as applied by the examiners will lead to an almost endless division and subdivision of applications unless the decision of the commissioner is reversed by some interested party.

Some of the adjudications of the American courts relative to trade-marks are of interest, and in some cases these decisions indicate more comprehensive protection to meritorious industry

against infringement of trade-marks and unfair competition in trade.

In the case of *Ohio Baking Co. v. National Biscuit Co.* (127 Fed. Reporter, page 116), the trade-mark of complainant was "In-er Seal," and the defendant company prepared and placed on the market goods marked "Factory Seal," and while a dissimilarity in sound and appearance was evident, nevertheless the court said there was an evident intention to deceive the purchaser, hence defendant's preparation was an infringement of trade-mark.

In *Drewry & Son v. Wood* (127 Fed. Reporter, page 887), the complainant had made for several years a beverage put up in bottles and sold under the name of "Limetta," using a label on which the name was in red and gilt letters together with a colored design, etc. The defendant commenced the manufacture and sale of a similar article, having the same color and put up in similar bottles, but with a label differing in shape, in which the name "Limette" was printed in red and gilt, etc. Held that general similarity was such as to indicate the purpose to deceive, and an injunction was granted.

In the case of *Walter Baker & Co. v. Slack* (130 Fed. Reporter, page 514), it was shown that Walter Baker & Co., Ltd., and his predecessor have since 1780 been engaged in the business of making cocoa and chocolate, so that their goods have become well known in the trade as "Baker's Cocoa" and "Baker's Chocolate." In 1897 one W. H. Baker, who had recently commenced the manufacture of similar products which were sold in unfair competition with complainant's, was enjoined from using the word "Baker" in connection with his products, unless when accompanied with the statement in prominent letters that W. H. Baker is distinct from the old chocolate manufactory of Walter Baker & Co.

This requirement had been observed, but Slack, the defendant, a retail grocer, advertised this brand of Baker's cocoa and chocolate, and when customers called for either by that name they were given the W. H. Baker product. As further shown by his direction such customers were told, "We have two Baker's, which do

you want, W. H. Baker or Walter Baker?" He testified that nine out of ten customers did not know the difference, and would simply say they wanted the best, in which case the W. H. Baker product was given them. It was held that it was a clear design to deceive customers, the profit being greater on the W. H. Baker product, and an injunction was granted restricting defendant from advertising it in response to requests for Baker's goods, etc.

The case of *Van Houten v. Hooten Cocoa & Chocolate Co.* (130 Fed. Rep., page 600), goes still further in protecting the originator of a preparation against any possible damage from mistakes arising from confusion of packages in the mind of the purchaser.

The facts in the case are as follows: The complainant company for many years manufactured in Holland and advertised and sold in the United States, Van Houten's cocoa. The Hooten Cocoa and Chocolate Co. was organized in 1897, and commenced manufacture and sale of cocoa under the name of Hooten's, the man by that name having been a stockholder and first president. There was no imitation of complainant's packages, nor any evidence that the name Hooten's was adopted for any fraudulent or dishonest purpose, but it was shown that it had a tendency to confuse purchasers, and that in a number of cases dealers have been deceived by the similarity of names. Held that this liability to confuse was ground for the granting of an injunction, unless the defendant accompanied the use of their name by a clear statement that this cocoa was not that of his competitor.

In the case of *M. J. Breitenbach v. Snagenberg* (131 Fed. Reporter, page 160), the courts sustained the rights of complainant to the use of the words "Pepto-Mangan," and that any use of these words by others is an infringement. The court says, "I do not think that the name "Pepto-Mangan" is simply descriptive within the meaning of that term in the law of trade-marks. It seems, if analyzed by a person familiar with the Greek and German languages, somewhat descriptive, but I think it would seem to the general public to be an artificial and manufactured word."

* * * "I think it clear that the court can not assume that the

term 'Pepto-Mangan' is purely descriptive, but must assume that it is an arbitrary and fanciful trade-mark."

In the "Toothache Gum" cases (*Frank v. McWilliams*, 114 O. G., page 542), the complainant's gum was marked "Dent's Toothache Gum," while that of the defendant was "Bent's Toothache Gum." Another imitation was marked "Royal Toothache Gum," and other similar names containing the words toothache gum. The court refused to enjoin the use of the word "Toothache Gum," holding that they were descriptive, "denoting the character of the article sold" and its specific use.

Injunctions were, however, granted against the use of the words "Toothache Gum" in connection with a package simulating that of the complainant in color and style of type.

In this connection it is of interest to note a late decision of the United States Supreme Court in an action brought by the French Republic and the Vichy Company to restrain the use of the words "Vichy Saratoga" in the United States. The court, while recognizing the general principle that a geographical term could not be a good trade-mark, nevertheless said that by usage it might acquire such a distinctive character as designating the source of the product to which it was applied that it would become entitled to protection upon the said products. In this instance, however, it was held that the right to such protection had been lost by the neglect of the plaintiff during more than twenty-five years to restrain the use in the United States of the term "Vichy," as applied to artificial mineral waters of the same chemical constitution as the product of the Vichy Springs. It was held that by such use the term had now become descriptive and public property, and therefore no longer capable of exclusive appropriation to goods of any particular source of production. (*French Republic v. Saratoga Vichy Co.*, 191 U. S. 427.)

Messrs. Burroughs, Wellcome & Co., of London, Eng., recently obtained an injunction in the Circuit Court of the United States Southern District of New York restraining the defendant from the use of the word "Tabuloid" or "Tabuloids" for medicinal

preparations as an infringement upon the complainant's trade-mark "Tabloid."

An injunction was recently granted (*Lanahan v. John Kissel & Son*, 29 T. M. Rec. 169), restraining the defendant from using the word "Hunter" as a trade-mark for whiskey. The defendant endeavored to establish such use of the trade-mark for many years as would tend to make it common property, but was unsuccessful in the attempt.

The United States Circuit Court for Minnesota decided in January last, a case involving the right to the use of the name "Coats" as applied to thread, which brought up several interesting points in the law of unfair competition. (135 Fed. Rep. 177.)

The defendant, the John Coates Thread Company, was a corporation which had adopted the name of one of its incorporators. As usual in such cases, it sold its goods to retailers at a price lower than that of the complainant, thus making deception profitable. It was shown that J. & P. Coats, Limited, had since 1830, been manufacturing thread at Paisley, Scotland, and since 1840, also at Pawtucket, R. I.

The court held that as the name "Coates" was the same in sound as that by which the complainants' thread had been so long known, its use would injure complainants' business. Accordingly, the defendant corporation was enjoined from the use of its corporate name.

It is important to note that while there was no evidence that deception had actually resulted, the court held that the intent to deceive was evident, and sufficient as a basis for its decision. This is an illustration of the greater liberality, and we may say sounder common sense which has characterized recent decisions.

In the Remington Typewriter Case the Circuit Court granted an injunction restraining the Remington-Sholes Company from using the name Remington either in the above combination or in the shorter form of Rem-Sho. (110 Fed. Rep. 520.)

Upon appeal the Circuit Court of Appeals reversed this decree as to the combination Rem-Sho, but sustained the injunction against the use of the Remington in Remington-Sholes. (122

Fed. Rep. 348.) Both parties appealed to the Supreme Court, which decided that the Remington-Sholes Company had a perfect right to use the name Remington—that the name, being an ordinary family name, was incapable of exclusive appropriation as a trade-mark, and that another person by that name could not be prevented from the use of it—that the use of a family name by a corporation stood upon precisely the same footing as its use by an individual. Chief Justice Fuller said: “The question is whether the use is reasonable and honest, or is calculated to deceive.” * * * “In our view, defendant’s name and trade-mark were not intended or likely to deceive, and there was nothing of substance shown in defendant’s conduct in their use constituting unfair competition,” etc.

In this case, although Wyckoff, Seamans & Benedict had registered the word Remington as a trade-mark, the court held that being incapable of exclusive appropriation as a trade-mark, its registration as such could not give it validity. (116 O. G. 299.)

Marks used simply to indicate size, style or quality of goods can not be exclusively appropriated as trade-marks. (135 Fed. Rep. 625.) Also see 91 Fed. Rep. 376 and 138 U. S. 537 [547].

In a suit to restrain the use of the words “Licorice Pastilles” (135 Fed. Rep. 346), the Circuit Court of Appeals held that the words were plainly descriptive of the shape and composition of the articles, and that another manufacturer could not be charged with unfair competition in making them of the same shape and selling them under the same name.

The Supreme Court of Louisiana, in a suit against the infringers of a trade-mark for olive oil, where the mark had been duly registered with the secretary of the State of Louisiana, held that the defendant’s trade-mark was an infringement on the plaintiff’s, and increased the sum of \$300 assessed as damages by the trial judge to \$800, on the ground that the award was inadequate, and that the quantum of damages was left largely to the discretion of the court. (38 South. Rep. 200.)

An important decision has recently been rendered in favor of Messrs. Johnson & Johnson, of New Brunswick, N. J., in a suit

that has long been pending against Seabury & Johnson, of the same city, for the determination of the right to use the red cross as a trade-mark upon surgical goods, and particularly upon absorbent cotton.

The complainant's label in controversy bears as a distinctive feature a red Greek cross. By extensive advertising its goods have acquired upon the market the name of "Red Cross Cotton" and "Red Cross Goods," under which terms they are extensively bought and sold.

The complainant showed that, being in competition with the defendant's predecessors, it had produced and offered to the public a grade of absorbent cotton superior to any previously placed upon the market. In order to distinguish its product it interleaved the layers of cotton with blue tissue paper and enclosed the rolls in dark blue wrappers. Upon the package it placed a label of conspicuous size and color, the prominent feature of which was two red crosses. This cotton obtained great popularity, and defendant commenced to put out cotton in similar packages, at first using a seal on the wrapper without a red cross. Afterward it added in the center of the seal a red cross, finally enlarging the latter so as to make it a conspicuous feature of the label.

Defendant endeavored to prove prior use of the trade-mark by itself, and also that the mark had been so extensively used by others as to become public property. Evidence showed that while in 1884, before the complainant had begun business, the defendant adopted a seal with a red cross in the center, upon its goods, yet it was not so used upon absorbent cotton until after the complainant's goods had acquired their reputation as "Red Cross goods." Court held that the use by the defendant had been desultory and inconspicuous, and that they could not, by mere adoption and use in one way or upon one line of goods, reserve the right to use the mark on any other goods to which it might see fit to apply the mark. By an act approved by the President on January 5, 1905, incorporating the American National Red Cross, it is unlawful for any person or corporation other than the society so

incorporated "not now lawfully entitled to use the sign of the red cross," hereafter to use such symbol or insignia or imitation thereof for the purpose of trade or for advertising. By this act of the decision of the court, the present owner of the red cross trade-mark seems to have acquired a unique monopoly in the use of the symbol.

The Carter Medicine Company of New York City obtained an important decision in the United States Circuit Court for the eastern district of Pennsylvania, confirming its right to the use of its trade-mark, "Little Liver Pills." This decision is of interest in view of the length to which it goes in protecting a mark which has always been used in a particular and distinctive form. The words "Little Liver Pills" are of a sort which may be said to be at least suggestive if not descriptive. One might, therefore, expect that protection would be in some degree limited with the special form in which they are used. As used by the complainant they are so printed that a single capital "L" forms the initial letter of the first two words, and the word "Pills" is placed within the angle of the "L" and all enclosed in a rectangular border in connection with the word "Carter's."

The decree not only enjoins the use of the words in that particular form and arrangement, but in any manner whatever, either alone or in combination with other words, thus indicating that although in actual use, a trade-mark may be confined to some distinctive and fanciful form, the protection accorded to it would not be limited to that form, but will prevent the use of the words in any other form, since a mere change in the form is not likely to avoid the confusion which is the test of infringement.

The trade-mark "Eureka," as applied to fire hose, has recently been in litigation in the Court of Chancery of New Jersey. The defendant, the Eureka Rubber Manufacturing Company, was incorporated for the manufacture of rubber goods, including rubber hose, etc. The complainant marked all of its goods with the name "Eureka," while the defendant marked none of its hose with the name "Eureka," but used the word only in connection with its corporate title, "The Eureka Rubber Manufacturing Company."

The defendant contended that this was not an infringement of the trade-mark, since it did not use the word Eureka as a trade-mark, but merely as a part of its corporate name. But the court held, on the authority of numerous cases, that the trade-mark had been infringed and therefore granted an injunction against the use of the word "Eureka," whether as part of its corporate name or otherwise, or any of its hose sold in competition.

Furthermore, upon the ground of unfair competition, it restrained the defendant from the use of the word "Eureka" in its corporate name generally, even though it was not used by the defendant in connection with the goods it manufactured, so long as the defendant continued to manufacture and deal in the goods which competed with those of the complainant. The court said: "In this class of cases, involving the voluntary selection of a name, the selection of an arbitrary name to which another has given a trade reputation or value in connection with the very class of goods defendant intends to put upon the market under a name containing the arbitrary or trade name would seem to be ordinarily of itself sufficient proof of unfair competition without further proof of fraudulent intent." (60 Atl. Rep. 561.)

While the courts had uniformly held that a geographical name can not be used as a trade-mark, still in the case of the Elgin National Watch Company against Loveland (132 Fed. Reporter, page 41) the court, on the ground of unfair competition, held that the defendants had no right to the use of the name "Elgin," for while Elgin is a geographical name, and therefore not subject to trade-mark, it was plain that the defendant's purpose was to sell watches and jewelry from the high standing of the name enjoyed by Elgin, and such practice constituted unfair competition in trade.

An interesting case has been decided in the United States Court for the Western District of Michigan for an infringement of the trade name of Rogers for tableware. The defendant firm, organized by Lincoln Rodgers, John Rodgers and Clarence Goldsborough, for the purpose of buying, selling and dealing in cutlery and tableware, placed upon the market table knives manufactured

by the Muskegon Cutlery Company, and stamped "RoDgers Bros. Cutlery Co.," etc.

It appeared that neither the defendant corporation nor the individuals composing it had any skill in the manufacture of cutlery and no established business therein, and that if they had taken any other corporate name or left out the word "Rodgers" from their trade-mark there would have been nothing to recommend their goods except the excellence of the product. They, however, chose a trade name which already had a value, the word "Rogers" having come to have a secondary significance as indicating the goods of the complainant.

While the defendant claimed that its goods were so stamped because the word "Rodgers" meant honest dealing and superior workmanship in the northwest, where saw-mill machinery had been made for many years by members of the family, the court held that a reputation as manufacturers of saw-mill machinery could have no apparent influence in the cutlery trade, and that while the letter "D" capitalized in the name showed that the defendant knew that the sound of the name would point toward "Rogers" goods, the court held that the words are idem sonans, and this change would not prevent the confusion which was certain to exist. (136 Fed. Rep. 1019.)

The well-known chocolate trade-mark of Walter Baker & Company, consisting of a representation of Liotard's painting, "La Belle Chocolatiere," showing the full length figure of a woman dressed as a waitress with a cap and apron and carrying a tray bearing cups of chocolate, has recently been in litigation before the United States Circuit Court in New York City. The defendant, which made use of a similar picture, defended upon the ground that the use by the complainant of its trade-mark did not confer any exclusive right to the use of such a figure unless associated with the distinctive dress or design used by the complainant. It was argued that the full length figure of a woman upon a label was generic in character and that accordingly no monopoly thereto could be acquired under the law. The court, however, said that the only question was whether the defendant's figure so

nearly resembled the complainant's that ordinary purchasers were likely to be deceived. No one could appropriate a trade-mark similar to that used by a rival dealer if the resemblance were such as to mislead the ordinary purchaser into the belief that his goods are those of his rival. Accordingly, while the defendant's trade-mark showed the figure of a girl dressed in a Puritan costume against a white background with a rock to the left, and was associated with the words "Puritan Pure Foods," which the defendant contended produced an effect so very different from the complainant's trade-mark as to avoid the charge of imitation, the court granted the injunction. It appeared that the complainant's picture was an ordinary means of identifying its product and that its cocoa or chocolate was frequently designated by the buyer as the "cocoa or chocolate with the picture of the lady," or otherwise in similar terms. Notwithstanding the fact that the complainant's articles were also known by the name "Baker's Chocolate," or "Baker's Cocoa," the court said that the complainant was entitled to the full enjoyment of the reputation and means of identification which it had created and that the purchaser was entitled to receive the commodity which he desired and intended to buy, although other persons might know it by different marks of identification or different accessories. The court said that the only question was whether the resemblance between the genuine and the counterfeit mark was such as to mislead the ordinary purchaser buying with reasonable care; that the distinctive feature of the complainant's mark in the mind of the consumer would be the picture of the girl. Especially would this be the case with children and others who were unable to read or write. In spite of the difference in colors and the directions in which the figures faced there was, in the view of the court, such a resemblance as was likely to cause confusion and induce the purchase of the defendant's goods for those of the complainant. An injunction was accordingly granted. (N. Y. L. Jour., July 12, 1905.)

A permanent injunction has been granted by Judge Swan of the United States Circuit Court, Detroit, against the Moxon Liniement Company of Mount Clemens, Mich., on complaint made by

Charles H. Fletcher, of New York City, charging the Mount Clemens concern with imitating his castoria.

The decree orders the defendant company to turn over for destruction all wrappers, labels, electroplates, etc., and in addition it must pay the Fletcher company \$250 in lieu of damages.

Two important points in the trade-mark law are illustrated by a decision lately made (137 Fed. Rep. 592). First, the manner in which the right to the use of a name given to a patented article passes with the right to manufacture the article itself, and, second, that the right to the use of a trade-mark does not involve the right to prevent another from using an ordinary descriptive English term, although it may closely resemble the trade-mark. An inventor named Way patented a Muffler, the right to the manufacture of which, under the patent, was granted to a company predecessor to the complainant company. The article was sold under the name of "Way's Mufflet," the name "mufflet" being the invention and property of the corporation.

Having severed his connection with the corporation, the patentee, Way, began the manufacture and sale of the article under the name of "Way's Muffler." The court held that inasmuch as both the inventor and complainant had the right to manufacture the article, each had a right to use the name "Way's" in designating it, but that both complainant and defendant must so use the term as to show that their goods were of their individual manufacture and to avoid confusion with the goods of the other party.

As to the word "mufflet" it was held that while this trade-mark belonged to the complainant company and was valid, it could not interfere with the use of the word "muffler," the latter being a common English word and the ordinary designation of the article in question.

A recent decision of the United States Circuit Court in Pennsylvania illustrates a class of cases of unfair competition in trade where the defendant's dressing of his goods is such as to make it possible to pass them off under the name whereby his rival's goods have become popularly known, whether by reason of some

characteristic of the goods themselves, or by reason of association with a symbol or trade-mark. Complainant was engaged in bottling a mineral water from a mineral spring in Prussia and selling it in bottles upon the neck of which was arranged a label with a blue background having in white letters thereon the words "Blue Label." By reason of that label the complainant's goods were known in the market as "Blue Label" waters.

The defendant began the sale of a water in a similar bottle with a blue label somewhat resembling the complainant's, but without the words. It appeared that the general get up of the defendant's goods, however, was such as to permit of their selling under the term "Blue Label" mineral waters and accordingly, a preliminary injunction was allowed against the defendant's style of package (137 Fed. Rep. 649.)

A number of similar cases have come before the courts, both in England and this country.

Messrs. Johnson & Johnson manufactured surgical plasters in packages bearing a red Greek cross, and therefore asked for an injunction against another firm using a red cross of entirely different design, containing the inscription "B. & B. Trade Mark." While there was no similarity in the style of the label used upon the goods, the court held that by reason of the symbol employed by the defendant, dealers would be enabled to sell the latter's goods as "Red Cross Plasters," and accordingly an injunction was granted. (82 Fed. Rep. 662.)

The manufacturer of a brand of tissue paper marked with the word trade-mark "Columbia," was held entitled to enjoin the use by another firm of the figure of the goddess Columbia, it appearing that the earlier had become known to the trade as Columbia paper. Hence the purchaser who asked for "Columbia paper" might readily be supplied with the newer article. (82 Fed. Rep. 469.)

The litigation which for upward of seven years has been in progress between Emile Saxlehner of Buda-Pesth, Hungary, and the Eisner & Mendelson Company, of New York, has been brought to an end by the decision of the Circuit Court of Appeals

of New York, which confirms the report of the master upon the defendant's accounting for profits.

This case appears to have been contested (138 Fed. Rep. 22), first as to the right to the name Hunyadi, and second as to imitation of the packages, capsule, size and shape of the bottle and the label.

The court held that his right to enjoin the use of the word Hunyadi had been lost by his delay and his acquiescence in certain decisions of the Hungarian courts, which, prior to the trademark law of 1895, had refused to him a monopoly in the use of the word "Hunyadi." Others in this country, in reliance upon his decisions, having acquired rights in good faith, he was not now in position to enforce through the United States rights which he should have asserted earlier. As to the imitation of his labels, however, it was held that this was fraudulent from the beginning, could not be justified by any claim of good faith, and an injunction was accordingly decreed, together with an accounting of profits unjustly derived from the infringement. The master reported a profit during nine years of \$29,793.86. The defendant contended, on appeal, that the recovery should be limited to the specific profits derived from the use of the infringing label as distinguished from the use of the term "Hunyadi," the capsule, and the size and shape of the bottle, to all of which features the court had refused to extend the injunction, and that since no testimony had been offered showing the proportion of profits attributable to the labels alone, only nominal damages could be recovered. The court disposed of that contention by saying that the infringing label was fraudulent, that the defendant's goods had therefore never been sold upon their merits, and finally "it would be casting an intolerable burden upon the complainant in such cases if, after proving the fraud, the infringement and the profits, he were compelled to enter the realm of speculation and prove the precise proportion of the infringer's gain attributable to his infringement."

A feature of the greatest importance is that of misrepresentation of locality of manufacture, quality, ingredients or prepara-

tion, which is sometimes found upon labels and other advertising literature, frequently through inadvertence, and which frequently expose valuable trade-marks to perils unsuspected by their owners. The legal adage, "He who comes into Equity must do so with clean hands," is perfectly clear, and no plaintiff who has been guilty of fraud or misrepresentation in the selling or advertising of his goods, can obtain relief by injunction against one who infringes his rights in the matter.

As a rule no advantage is gained by such misrepresentations at all commensurate with the risk. Courts permit a certain amount of exaggeration in advertising one's goods; as, for example, exaggeration of a superior quality of the article. But any material misrepresentations as to the composition of the goods, the place and source of manufacture, etc., are considered by the courts fatal to trade-mark rights.

(For example, 58 Fed. Rep. 585 [594].) The complainant, a distiller, sold his whiskey under the name and trade-mark of "Old Pepper" whiskey, with the statement that "this whiskey is distilled under the same formula and process used by the grandfather and father of our Mr. Jas. E. Pepper more than one hundred years ago. * * * Bottled in the distillery warehouse and warranted to be perfectly pure and unadulterated." It was shown that in fact the bottles contained only sixty-five per cent. of Pepper whiskey, and that the other thirty-five per cent. was whiskey purchased by the distiller and mixed with his own product. In this case an injunction was denied on account of deception and fraud.

Again, in 108 U. S. 218, where a complainant's goods were sold as being manufactured in Georgetown, Mass., when in fact they were manufactured in New York by the son of Moses Atwood, the original manufacturer, the statement was such a misrepresentation as barred the complainant's right to relief. The court said: "When in fact it is manufactured by a different person, at a different place, it is a fraud upon the public which no court of equity will countenance."

Again, where a composition sold under the name of "The Balm

of a Thousand Flowers" was shown to be composed of oil, ashes and alcohol, and to be in fact soap instead of a balm, the court held that this was a material misrepresentation as to the ingredients of the compound and that the complainant was entitled to no relief. (*Fetridge v. Wells*, 4 Abbott's Prac. [N. Y.] 144.)

The New York Court of Appeals has held that the complainant, successor to one A. Golsh in the manufacture and sale of matches, under labels which had remained unchanged and which represented said Golsh to be the maker of the matches, was engaged in fraud on the public and could not enjoin an imitator, for he was himself passing off his goods as those of another. (*Parttridge vs. Mench*, How. Cases 547.)

In regard to the necessity of foreign protection, there can be, of course, only one opinion. This may be illustrated by an occurrence a few months ago. The American manufacturer located in a Western city had been several years engaged in building up a large domestic trade in an article as universally used as soap or shoe polish. The value of this business depends in a very great degree upon the trade-mark under which this article has been put upon the market. It is a coined word of the most fanciful description, but one now familiar in every city and town of the United States as the name of the article to which it is applied. Recently this manufacturer has begun to reach out into the foreign markets and to introduce his goods into European countries. A short time ago an English manufacturer of the same goods applied for the registration in the English Patent Office of a trade-mark essentially identical with that of the American manufacturer. So unique is the original mark and so close is the English imitation that the application can hardly have been other than a deliberate attempt to pilfer the American mark, now coming to be known in England. In this case the notice of the American manufacturer was called to this attempt to steal his business, and he was able to file an opposition in the English Patent Office within the period of thirty days allowed by the English law for this purpose.

But the fact that a lawful owner of a mark may by such pro-

ceeding overcome the effect of a fraudulent or unauthorized registration and cause the infringing mark to be expunged from the record after it has been once registered, affords him an advantage under the English law which is denied him under the law of most foreign countries. In many countries the mark belongs absolutely to the man who registers it, without regard to who may have used it before him, and irrespective of any use thereof by himself. Thus a French firm several years ago registered its mark in the Argentine Republic, but neglected to renew the registration at the end of the original term of ten years. A discharged employe of the firm took advantage of the fact and registered the mark in his own name. Thereupon the firm appealed to the courts for redress. In a decision dated October 17, 1902, the federal courts of Argentine decided that the rights of the original owner had been extinguished by the lapse of their registration, and that the title of their ex-employe thereto was now indefeasible.

The law of the United States, where title to the mark depends upon priority of use alone and is independent of registration, and the law of Argentine, where registration is the sole basis of ownership, are the two extremes in the law of trade-marks as at present existing in the jurisprudence of civilized countries. From these extremes the variations are almost as numerous as the countries themselves in which property in trade-marks is recognized.

It is well to note also that under the German law a trade-mark is not entitled to be registered by a foreigner unless it has first been registered by the applicant in his native country. In a case of recent date a New York house which had not registered its mark in the United States, nevertheless registered it in Germany. When an infringer of the mark was sued a decision rendered in favor of the plaintiff was reversed on appeal on the ground that it had been made without prior registration in the United States, and hence conferred no rights in the courts of Germany.

While speaking of foreign registration it is important to note that the provision for the international registration of trade-

marks is now in force between Belgium, Brazil, France, Spain, Italy, Netherlands, Portugal, Switzerland and Tunis. Under the terms of this provision registration with the bureau of the union at Berne, Switzerland, protects the registrants in all the other states named, thus making one registration do the work of several. Unfortunately, Cuba, which at one time seemed to be certain to join with the above, afterwards declined. As a result trade-mark matters in Cuba are in a very unsatisfactory condition.

Words which are not only foreign, but unfamiliar to the public, are frequently adopted as the part or whole of a trade-mark. In a case in Germany recently the word "Leukos" for calculating machines was rejected because this word means white or brilliant in Greek, and was therefore descriptive. The Court of Appeals took the position that it would not, as a matter of course, treat a descriptive word from any foreign language, but would take account of all the circumstances in each case, and particularly of the merchandise to which it was to be applied, and of the degree to which it was descriptive as applied to those goods; to the class of customers who would buy the article; to the country to which it was principally exported; to the extent to which knowledge of the language from which it was taken was diffused, and especially to the extent to which it was understood in Germany, as well as the commercial relations existing between Germany and that country. Hence the court decided that the registration was not open to objection.

It may be well to note the greater length to which the doctrine of unfair competition is carried in the French laws than in that of English speaking countries. In a case in question (*Bourlia C. Charbonnier*, *Annales de la Propriete Industrielle*, 1904, page 359) the plaintiff ordered at the defendant's café "Quinquina Dubonnet." He was supplied instead with a similar preparation, the product of a different house, and brought an action against the owner of the café to recover damages for the deception, alleging his damages at one franc.

The court held that the defendant was bound to furnish to the plaintiff the preparation of "Quinquina" which he ordered, or else

to inform him that he could not do so; that the substitution of the other preparation for the one ordered was a wrong to the plaintiff which entitled him to sue the defendant. The defendant therefore was adjudged to pay the cost of the action in lieu of damages. The peculiar feature of this action is that it was brought, not by the house in place of whose product another product was substituted, but that it was brought by the customer who had been deceived by the substitution.

We may call attention to the case of *Kress & Owen v. Cruttenden*, in Toronto, Canada, for the infringement of the trademark "Glyco-Thymoline," since it illustrates a vigorous enforcement of law which is commendable. The evidence showed that the defendant had put up a preparation under the name of "Glyco-Thymol" in bottles almost identical to those of the Kress-Owen Company, and with labels worded "verbatim et literatim" like those of the original manufacturers. It is interesting to note that the magistrate in registering the conviction gave the defendant's solicitor, who hinted at an appeal, to understand that if he entertained that idea he would not only fine but imprison his client, as the law provided. The case was adjourned for a week, at the end of which time Cruttenden undertook to stop all manufacture of "Glyco-Thymol" and destroy all labels, etc., connected with the sale of the preparation.

A decision was rendered by the English House of Lords in April which is important, concerning the words "erect form." The plaintiffs, a firm in New York, had originated the phrase and applied it to a corset of their own design, using a special form of scroll or script for the words. The venture was a success in New York, hence they concluded to try the London trade. Here also it was successful, and as a result the defendants, a London firm, copied the corset, to the "hundredth part of an inch," which, of course, could not be stopped, as the article was not patented. He also adopted the term "erect form," and this also was found by the House of Lords to be merely descriptive, and had not yet acquired a secondary meaning as indicating exclusive manufacture by the plaintiff. But the imitator went further and copied

the particular scroll in which the plaintiffs had placed the words upon their goods, using the initials C. B. instead of W. B., employed by the plaintiff. The use of the scroll was really the turning point of the case, and an injunction was granted, together with accounting of all profits, etc.

The Lambert Pharmacal Company, of St. Louis, have obtained a decision in the Civil Court of First Instance of Bayonne, France, upholding its trade-mark "Listerine." The defendant, one Bignon, a pharmacist, had on sale the genuine article, the manufacture of the plaintiff, as well as a similar composition of his own manufacture which he likewise sold under labels bearing the name "Listerine." The defendant undertook to establish the fact that the name, derived from one Dr. Lister, had become the formula, public property, and that it had become equivalent in the language to the word "antiseptic." This contention, however, was rejected by the court, and it was held that the word "Listerine" was an arbitrary and fanciful designation, and having been registered by the Lambert Pharmacal Company as its trade-mark in the United States and in France, it was entitled to protection as such in the French courts. Accordingly, the defendant was enjoined from further use of the mark and adjudged to pay damages in the sum of forty francs, together with costs and the expense of publishing the decree against him in a newspaper published in the circuit of Bayonne.

Another decision in favor of the Lambert Pharmacal Company has been rendered by the Criminal Court of Eger, Austria. The prosecution was instituted against one Fred Worlicek, of Carlsbad, for the use of the term "Listerine" upon a product not that of the complainant. The defendant maintained that the word had been for many years in pharmacy regarded as descriptive and was public property in the trade. The court, however, overruled the contention and sentenced the defendant to the payment of a fine of three hundred crowns and costs, besides ordering the destruction of the labels and the publication of the verdict at the expense of the defendant in two designated newspapers.

The word "Absorbine" had been registered as a trade-mark in

the English Patent Office for certain chemical substances, the registration containing a disclaimer of the right to the exclusive use of the word "absorb." In an action brought by the registrant to restrain another from the use of the word, the defendant retaliated by a motion to expunge the registration of the trademark from the register upon the ground, among others, that it was not an invented word, but was merely descriptive of the character or quality of the article to which it was applied; that the plaintiffs were not entitled, therefore, to any exclusive use thereof. Upon the hearing of the action and of the motion it was held that the word "Absorbine," whether it was a misspelling of "absorbing" or was formed by adding the common termination "ine" to "absorb," was not an invented word. The trademark was, therefore, ordered to be expunged and the action was dismissed.

The plaintiffs appealed, but the judgment below was affirmed upon the ground that the word was a mere variation of the word "absorb" and used in precisely the same sense and with the intention of indicating that this preparation absorbs and effects a cure by absorbing. (*Christy & Co. v. Tipper & Sons*, 21 Rep. of Pat. etc. Cas. 755.)

The proprietors of the well-known Angostura Bitters have recently obtained a decision of a Scotch court, upholding their exclusive right to the term "Angostura" in connection with the bitters. The defendants put upon the market a compound differing entirely from the plaintiffs' and containing a very small percentage of angostura bark. This they sold under the name of "Angostura Bitters," displaying the words in prominent type, in connection, however, with the statement in very small and obscure type that their goods were not the goods of the plaintiff. The court found that the plaintiff's bitters had come to be generally known as "Angostura Bitters," and that many people who knew them as such knew nothing of the original inventor or the manufacturers. Following well-known decisions of the English courts, which upheld the claim to the exclusive use of geographical and descrip-

tive terms where such terms had become indicative of their first user, the court awarded to the plaintiff a perpetual injunction.

On the other hand, the United States Circuit Court in the city of New York (N. Y. Law Jour., Aug. 17, 1905) have decided adversely to the claims of the same firm (Dr. J. G. H. Siegert & Sons, of Port of Spain, Trinidad,) against the selling agents of C. W. Abbott & Co., of Baltimore, Md., in a suit involving the right to the use of the term "Angostura Bitters." It is to be noted that at the present time this is the last of a series of suits between these parties, covering a period of over twenty years, in which the defendants have been uniformly successful. In this last suit the decision of the court is given against the complainant on the ground that the claim of the complainant to be the first who used the term "Angostura" has not been established, but especially upon the ground that the complainant's label was misleading, in that it read "Prepared by Dr. Siegert at Angostura, now Port of Spain, Trinidad," when, in fact, Dr. Siegert was dead and had never lived at Port of Spain, he having become the manufacturer of the bitters at Angostura and the business having been removed to Port of Spain after his death by his sons and successors. As a result of this decision the label of the complainant was changed to read, "Formerly prepared at Angostura by Dr. Siegert, and now at Port of Spain, Trinidad, by his sons and successors under the old firm name of Dr. J. H. G. Siegert and Hijos."

Again, circulars issued by the complainant for advertising purposes state, on chemical and scientific authority, that it is "entirely free from all insalutary, overactive, acrid and intoxicating ingredients," that they "can be used by invalids and those in good health, by adults and by children with equal advantage," and that they contained "only the most beneficial ingredients." The evidence showed that the compound was, in fact, 40 per cent. alcohol. The court was of the opinion that a composition with this percentage of alcohol was not entirely free from intoxicating ingredients, and could not be administered to children with advantage.

The court also said that it was not established to their satisfaction that the examining chemists and scientific experts who were claimed to have made the certificates mentioned ever existed, and found as a conclusion that "the complainants have been guilty of such fraudulent misrepresentation in advertising and selling their bitters that they are not entitled to the protection of a court of equity." It might be said that this decision is subject to review upon appeal.

We note also that the suit of the Piso Company against certain counterfeiters, which has been lingering in the courts for seven years, in which the Piso Company some time ago obtained a permanent injunction, has finally (August 5) been decided in favor of the complainants, and the Court of Appeals has confirmed the injunction.

The Pabst Brewing Company have an important case pending in regard to the use of the blue ribbon upon a beer package, but this has not yet reached final decision. They have, however, gained several minor victories in regard to this point, but the main trial of strength has to be made.

In closing, we beg to say that the subject has been far from exhausted, but we have endeavored to present only such material as will serve to illustrate the broad and far-reaching principles upon which the courts during the last year have endeavored to protect property in trade-marks.

Your Committee also desires to express its appreciation of the valuable information derived through the channels of the United States Trade-Mark Association. Respectfully submitted,

A. J. HORLICK, *Chairman.*

SUPPLEMENTARY REPORT OF COMMITTEE ON TRADE-MARKS

Since the completion of the foregoing report it has come to the attention of your committee that a decision has been rendered in the case of Van Stan's Stratena Company v. Victor F. Van

Stan, in which the said Victor F. Van Stan was restrained by the Supreme Court of Pennsylvania from the use of the name Van Stan's Cement or any infringement of the trade-marks and trade name or advertisement of the Van Stan's Stratena Company, which marked a decided advance in the trade-mark legislation of the State and was in a sense a full ratification of the resolution passed by this association in Boston two years ago, before the appeal was taken.

A full accounting of profits and payment of costs was ordered by the court, and delay in obeying this order resulted in the defendant being committed to prison for contempt of court on September 17 of this year until the said Van Stan did purge himself of contempt or until further order of the Court.

Respectfully submitted

A. J. HORLICK, *Chairman.*

PRESIDENT PETER: The report of the Committee on Trade-Marks will go to the Board of Control, to be reported upon later.

The next business will be the report of the Special Committee on Pharmaceuticals and Plasters, Mr. W. J. Walding, of Toledo, Chairman, Mr. W. A. Hover, of Denver, Acting Chairman.

MR. W. A. HOVER: A word of explanation seems necessary in regard to this report on Pharmaceuticals. Unfortunately, Mr. Walding, Chairman of the Committee, was absent abroad during the months just preceding this meeting, and was, therefore, unable to prepare the report. As a member of the Committee, Mr. Walding requested me to act in his place during his absence.

As Chairman of the Committee on Credits and Collections, something like five years ago I gathered some statistics in regard to the pharmaceutical situation at that

time, and inasmuch as that information was largely duplicated by a canvass made this year, it rendered the preparation of this report somewhat in line with the work of the Committee on Credits and Collections, and that, therefore, Mr. President, is my excuse for being before you with this report this morning.

Mr. Hover then read the report, as follows :

REPORT OF SPECIAL COMMITTEE ON PHARMACEUTICALS AND PLASTERS

To the National Wholesale Druggists' Association:

No question in which the drug trade are interested is exciting more attention or is more far reaching in its ultimate results, if present policies be continued, than that pertaining to the sale of pharmaceutical preparations and specialties. While in former years, before specialties were known, except in a limited way, line goods received the almost exclusive attention of manufacturers, of later years the development of the specialty line has resulted in this branch of the business becoming the principal feature, and at present is receiving practically the entire attention of the force of pharmaceutical representatives on the road. It is chiefly by reason of the rapid development of this branch of the pharmaceutical business that the great danger to the wholesaler lies.

In the discussion of this question it is only fair that the point of view occupied by the manufacturer should be considered, as well as that of the wholesaler. In the presentation of the subject, therefore, let us consider, first, the conditions as they are at the present time and their relation to the future of the wholesaler, unless some action be taken that will more completely recognize the jobber as a factor in the distribution of this class of goods; second, as briefly as possible the causes that have brought about the present demoralized condition of the pharmaceutical business and third, the remedies that might be applied to restoring, in a

measure at least, the functions of the wholesaler as a distributor of this class of merchandise, and to restrain, if possible, further development along present lines of distribution.

In the consideration of the first question I have selected as a fair illustration of the general condition of the trade the territory covered by Denver as a jobbing center, representing, as it does, conditions more favorable to the manufacturer than any other section that could be chosen. Also for the reason that it is a territory with which the writer is entirely familiar. Denver territory is, and always has been, absolutely free from any of the complications prevalent in other sections, which have, in a measure, induced manufacturers to enter into active competition with the jobber in marketing the products of their laboratories.

There is no jobber in Denver territory, nor within one thousand miles, who is a manufacturer or a distributor of pharmaceutical preparations bearing his own label. For twenty-five years the leading manufacturers have always received the co-operation and support of the jobbing interests. Furthermore, there is probably less inducement to do consecutive detail work in Colorado than in territory covered by any other jobbing center, for the reason that the population is limited, the centers of population are far distant, and traveling expenses are excessively high as compared with other sections. It is the only territory that I know of where sleeping-car fare is a regular item of expense rendered by the local traveling salesman. For this and other reasons this locality should be as free from the troubles involved by direct competition on the part of pharmaceutical houses as any section of the United States. The facts are, however, quite the contrary. Out of thirty-seven cities and towns in the State having a population of 1,000 or over, in which there are 308 retail druggists, 154, or just 50 per cent., are purchasing their pharmaceutical supplies at best prices, delivered, direct from the manufacturer. These figures are the result of a careful investigation, verified by comparison with the records of representatives of the pharmaceutical houses. Furthermore, unwise competition is continually adding to this number.

The situation would not be so bad were there an equal division between direct buyers and others in volume of goods distributed. In the process of selection, however, the manufacturers have in the main taken unto themselves the largest customers and the more desirable risks. As a consequence, while numerically only half are direct buyers, their greater purchasing powers afford them no less than 80 per cent. of the total business. So that no more than 20 per cent., or at the most 25 per cent., of the pharmaceutical business now filters through jobbing channels. Time only aggravates the situation; each month and each year witnesses increased disposition on the part of manufacturers to sell direct, not only to retailers, but to physicians as well.

What has been said of Denver and Colorado applies to an equal or greater degree to every section of the United States.

Taking into consideration the number of lines it is necessary to carry and the duplication of stock on account thereof, the pharmaceutical business, by reason of the jobbers enjoying only a small fractional part of same, is rapidly becoming an unprofitable feature of their trade.

From information received from leading wholesalers, the entire business of pharmaceuticals and all products of pharmaceutical houses at the present time will amount to no more than 5 or 6 per cent. of the total volume of sales. The percentage amount of capital invested in pharmaceuticals will, however, average more than double this amount.

While it is true that line, or Part I, goods afford a fair margin, netting about 28 per cent., when you take into consideration the large number of slow sellers and goods that do not move at all from one year's end to another, the profit is none too great, and will average, considering the investment in dead stock, no more than a patent medicine profit. In dealing with specialties, however, which now constitute the major part of the pharmaceutical business, the jobber is handling a class of merchandise that nets him no more than the actual cost of operation. In other words, the entire line of pharmaceutical specialties as handled by the jobbing druggist of to-day is handled at an absolute

loss, taking into consideration the expense of doing business and the large amount of slow and infrequent sellers which the jobber is obliged to stock in order to carry a representative line.

Selections of twenty-five of the leading articles of each of five leading manufacturers shows a net profit as follows: 12½ per cent. for the most active line, 12 per cent. for the second, 12.7 per cent. for the third and 13.9 per cent. for the fourth and fifth.

But this is not all. Pharmaceutical specialties to-day are proprietary in character. The entire force of detail men representing pharmaceutical houses are concentrating their efforts on the specialties controlled by their respective houses. These goods being, as stated, largely proprietary in character, supplant to a very considerable extent many of the leading proprietary remedies handled exclusively by the wholesale druggist.

In number, pharmaceutical specialties are continually increasing. At the present time twelve manufacturers of pharmaceuticals have registered titles and copyrights to 650 specialties. No jobber at the present date would for a moment consider the stocking of a new proprietary article on the margin of profit that pharmaceutical specialties afford, and would bitterly resent any attempt on the part of the patent medicine proprietor to distribute his goods in the same manner that pharmaceutical specialties are now distributed. It is with this phase of the situation that the jobber is most deeply concerned, particularly as there is no disposition, except in a few noteworthy instances, on the part of manufacturers to curtail their sales direct, but, on the contrary, they are continually increasing their number of direct accounts.

The stereotyped reply to question one in the circular of August 12, issued by the Committee on Credits and Collections, which was as follows, "Are your proportional sales of pharmaceutical preparations increasing or decreasing?" "If decreasing, to what do you attribute the cause?" was in nearly every instance, "Decreasing owing to manufacturers selling direct to the retail trade." This reply was almost unanimous from all sections of the country, North, South, East and West.

To question two, "Is there any disposition on the part of all

or any of the manufacturers of pharmaceuticals doing business in your territory to curtail sales direct to retailers?" the invariable reply was in the negative, the exception being the 40 per cent. houses.

Question three, "Do you favor the wholesaler doing business with the physician?" was induced by the attitude of some wholesalers who have taken the position that such action on the part of the wholesaler is a solution of the pharmaceutical problem. Ultimately it may come to this for the reason that pharmaceutical manufacturers have now so thoroughly stocked the wholesaler and the retailer that they are now going to the physician direct at best discount, and later the jobber may be warranted in doing the same. The consensus of opinion at this time is, however, opposed to selling the physician direct by the wholesaler.

To question four, "Are pharmaceutical manufacturers selling physicians direct in your territory?" out of 132 replies received 127 state that manufacturers are selling physicians direct. One of our esteemed members makes the statement that manufacturers are not only selling physicians direct in his territory, but wet nurses as well. The above represents about the condition of the pharmaceutical business to-day.

The reasons that have brought about these deplorable conditions are not altogether the fault of the individual manufacturer. On the contrary, the manufacturer as an individual has, on account of competition of his kind, been obliged to do many things in the distribution of the products of his laboratory that he otherwise would not do, and which has been done notwithstanding his avowed and, in most instances, sincere friendship for the jobber. This, coupled with the disposition on the part of the wholesaler in some cases to become a competitor of the manufacturer, has gradually brought about competition of a character that, if continued, will practically wipe out the jobber as a factor in the distribution of this class of merchandise. Individually, the manufacturer is inclined to be fair-minded and reasonably disposed toward the jobber; collectively, by reason of competition of his kind, he is a hard proposition. The time has come, however,

when the manufacturer must come out and show in some practical manner that he is for the jobber, and failure to do so must be taken as an indication that he is against the jobber. The disposition of the average jobbing druggist is to be fair in his treatment of the manufacturer. The solution that has been offered by some of our members, of the jobber becoming a manufacturer, does not, in the investigation recently undertaken, meet with the general approval of the trade. It is possible that if present conditions are allowed to prevail this may be the ultimate result, but the first step on the part of the jobber should be to secure, if possible, some relief through concerted, friendly action on the part of the leading manufacturers themselves that will in a measure at least restore to the jobber a more satisfactory share of the trade in pharmaceuticals than he enjoys at present. And this leads up to the third topic under discussion.

What action should be taken to restore to the wholesaler his proper function as distributor of pharmaceutical preparations? The universal sentiment as expressed by something like 130 wholesalers is to recognize that manufacturer only who offers substantial recognition to the jobber and who shows a disposition to curtail his sales direct and to market his products through the jobber. At first sight this would appear to be inimical to the best interests of the retailer. The time has come, however, when the retailer as a whole can afford to relinquish some of his claims upon the manufacturer, for if he does not he will in the end suffer more severely by reason of the manufacturer going to the dispensing physician direct, as this is the next step in the evolutionary process now going on. And to prevent this contingency the jobber, and not the retailer, must take the initiative.

The trade are now practically unanimous in the idea that some active measures should be undertaken looking to the solution of this question. They differ only in the method of procedure. It is the sentiment of the committee that the first step is to request a meeting of the leading manufacturers with a representative committee of jobbers, having in view the adoption of some fair plan that will admit of the jobber selling line goods to the retailer on

the same basis as the manufacturer, and extending to the jobber by the manufacturer a uniform discount on specialties that will net a profit over and above the cost of doing business. Sales of same to retailers to be made at manufacturers' list prices only.

In conclusion, Mr. President and gentlemen, it must be constantly borne in mind by our members that while it is generally recognized and conceded by manufacturer and jobber that existing conditions are radically wrong and should be corrected, they are the result of years of competition and abuse.

"Rome was not built in a day." We cannot at once correct a condition which it has taken years to produce, but there is unquestionably an opportunity at this time to inaugurate a movement, with the assistance of the manufacturer, by reasonable and considerate methods, which, if properly persisted in, will gradually bring about a restoration of the jobbers' prerogatives without undue prejudice to either manufacturer or retailer.

Respectfully submitted,

W. A. HOVER, *Acting Chairman.*

PRESIDENT PETER: This report will go to the Board of Control.

AMENDMENT TO CONSTITUTION PROPOSED BY M. N. KLINE

MR. M. N. KLINE: Mr. President, I want to propose an amendment to the Constitution. As under our rules this amendment will lie over for twenty-four hours, I want permission to offer it now, but it need not be discussed until the amendment has been posted for the twenty-four hours.

PRESIDENT PETER: The amendment may be stated at this time, but discussion will not be in order.

MR. KLINE: I will premise this amendment by saying

that a report like that which has just been referred to the Board of Control, which is an important report, strikes me as deserving of immediate discussion. There are many other reports submitted here of equal importance, and I think the members should have an opportunity to discuss these reports at the time they are first presented, when the matter is fresh in our minds. There is really nothing in our constitution to forbid that now; but in order to leave no loophole for future presidents to rule, as all past presidents have done in recent years, that these reports shall be immediately referred to the Board of Control, I desire to present this amendment. The latter clause of Article VIII of the Constitution provides that all reports made to the Association shall be referred to the Board of Control for consideration before final action. I propose an amendment by inserting the words "after opportunity has been given for discussion" in this article, so that it will read: "All reports made to the Association shall, after opportunity has been given for discussion, be referred to the said Board for consideration before final action." I am aware that this may involve us in longer sessions, but I do not know why we come together unless it is to discuss these reports on vital questions prepared at great trouble and expense, and many of our members feel that they are passed by without adequate discussion.

PRESIDENT PETER: The proposed amendment will lie over for twenty-four hours under the rules.

Under the resolution passed yesterday, the special order of business for 11 o'clock this morning is the report of the Proprietary Committee, Mr. J. N. Carey, of Indianapolis, Chairman. We will now have that report.

Mr. Carey presented the report, as follows;

REPORT OF COMMITTEE ON PROPRIETARY GOODS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

Since our last annual meeting the most important event which has occurred in the wholesale drug trade was the adoption on January 1, 1905, by jobbers all over the United States of thirty days and 1 per cent. for cash in ten days as the uniform terms on drugs, chemicals and proprietary articles. These terms were already prevalent in the eastern section of the country, and in accordance with the recommendations made by this Association in New Orleans in November last the jobbers of other sections, in which the time was sixty days and the cash discount had varied from 1½ to 2 per cent. for many years, individually put thirty days and 1 per cent. into effect on January 1. Our Committee on Credits and Collections is entitled to the credit for the inauguration of this valuable reform, which was brought about through the untiring efforts of that Committee during the past few years. The matter is referred to in this report, however, because, at the request of the Chairman of the Committee on Credits and Collections, the machinery of the Committee on Proprietary Goods was used to secure the adoption of the new terms by jobbers generally. The aid of this Committee was invoked because the question of cash discount has such an important bearing upon the operation of the rebate and other contract plans.

The action of the Association at the New Orleans meeting was brought first to the attention of the trade in a circular issued by the chairman of the Committee on Credits and Collections on December 17, 1904, and this was followed on December 31 by a circular from the chairman of the Committee on Proprietary Goods, placing particular emphasis upon the following resolution adopted at New Orleans:

"Resolved, That it is the sense of this Association that the giving of a cash discount in excess of 1 per cent. on and after Jan-

uary 1, 1905, on proprietary articles should be considered a violation of rebate contracts with proprietors."

As was to have been expected, it took considerable time and an immense volume of correspondence between the office of this committee and jobbers in the different sections affected to clear away all the obstacles which naturally arose in making such a far-reaching change. It is exceedingly gratifying, however, that by dint of perseverance and much hard work on the part of this office, as well as the chairman of the Committee on Credits and Collections, the new terms were gradually put into effect, and the reports which we have recently received indicate conclusively that 1 per cent. is now firmly established as the regular cash discount on drugs, chemicals and proprietary articles throughout the United States. Indeed, the agitation of this matter has resulted in securing a much closer adherence to 1 per cent. for cash than was formerly given to the larger discounts which prevailed in some sections prior to January 1.

While there were a few large houses that were doubtful about the success of this movement and honestly felt that their own interest might be prejudiced for fear that some jobbers might not be willing to co-operate, it is a pleasure to report that they consented, in the interest of the entire trade, to give the new terms a fair trial. The results have been so satisfactory that these large houses no longer raise any objection to the change, but are giving it their hearty support; and we cannot commend too highly the spirit of harmony which they displayed in making it possible by their co-operation to establish the new terms on a firm and enduring basis.

The value of this reform to the wholesale drug trade cannot be overestimated, because it not only means the saving of thousands of dollars annually, but it also places the rebate and other contract plans on a much sounder footing than ever before, for the reason that it removes all doubt as to the amount of cash discount to be allowed under the contracts of the various proprietors. Most of these contracts state that the jobber must adhere to the established or customary cash discount on proprietary medicines in

his section of the country, and as such discount is now uniformly 1 per cent. throughout the United States, no further question can arise on the part of either the jobber or the proprietor in connection with the enforcement of the latter's terms of sale.

In this connection we earnestly request that those proprietors who may adopt the rebate or other contract plans in the future, and those who may have occasion to revise their present price lists or contracts will specifically state in their terms that jobbers must not allow more than 1 per cent. for cash in ten days on their articles, in lieu of the "customary" cash discount as before. This request is made in order that all jobbers may have the definite instructions of each proprietor upon this question.

We are reminded at this juncture to call the attention of the trade particularly to the fact that under the rebate and other contract plans it is not permissible to make any allowance whatever on account of transportation charges, either freight or express, except in those cases where the proprietor specifically authorizes the payment of freight on certain intermediate quantities fixed by him. This has always been one of the cardinal principles of the rebate plan, and we believe it is generally understood by most wholesale druggists who have been in business for a long time, but we have occasionally found a few houses of more recent origin which were not familiar with this requirement. In the early days of the rebate plan it was customary for the proprietor to state in his contract terms that his wholesale distributors must not make any allowance for freight or other transportation charges, and this is still done by some manufacturers, but others appear to have omitted a specific reference to this matter in their contracts, no doubt feeling that it was unnecessary because it was so well understood among the trade as a rule. We respectfully recommend, however, that on account of the new houses starting in the wholesale drug business from time to time it would be well for proprietors to insert this provision distinctly in their contracts, and thus prevent possible misunderstanding upon the part of any jobber.

During the past year the conditions in the wholesale drug trade,

in common with business lines generally, have been excellent, and the present situation is fairly satisfactory, owing in a large measure, we believe, to the successful operation of the rebate plan of selling proprietary articles. It is unnecessary to dwell upon the great value of this plan, which is generally conceded as being the mainstay of the jobbing drug business, enabling wholesale druggists, as it does, to maintain at least a steady, although small, margin of profit on proprietary goods, which constitute such a large percentage of our business. Your chairman has received in the last few weeks reports from the members of the committee residing in the different sections of the United States, and it is most encouraging that the writers, as a rule, state that the plan is generally well maintained and that the situation is satisfactory in their respective localities. In fact, the chairman is happy to say that there were never so few complaints of infractions as at present, and we believe that the plan is being better maintained at this time than for many years past. Our advices also show that the tripartite plan is likewise working in a generally satisfactory manner throughout the country.

In accordance with the resolutions passed by the association at New Orleans, circulars have been issued from your committee's office during the year recommending the new contracts of the following proprietors, who placed their goods on the direct contract and serial numbering plan:

Peruna Drug Manufacturing Company, Columbus, Ohio.

Paris Medicine Company, St. Louis, Mo.

Piso Company, Warren, Pa.

We also recommended the contracts of the following proprietors who adopted the limited serial numbering plan without taking direct contracts from the retailers:

World's Dispensary Medical Association, Buffalo, N. Y.

Freeman Perfume Company, Cincinnati, Ohio.

Dr. Kilmer & Co., Binghamton, N. Y.

California Fig Syrup Company, Louisville and San Francisco.

Morgan Drug Company, Brooklyn, N. Y.

A. C. Meyer & Co., Baltimore, Md.

Dr. Shoop Family Medicine Company, Racine, Wis.

W. H. Hill Company, Detroit, Mich.

Phenyo-Caffein Company, Worcester, Mass.

The contracts of all these proprietors received the most careful consideration of the committee and were recommended only after the very best terms possible had been secured in each case.

The serial numbering plan has undoubtedly been of great help to our retail friends, because it has enabled them to obtain better prices for the preparations marketed under this plan, and many cutters have been obliged to discontinue handling these goods unless they signed and lived up to the contracts. It has also proved beneficial to the wholesale trade because it has made it much more difficult for jobbers doing an irregular business to obtain supplies. The greatest benefit derived from any plan that will maintain prices will accrue to the proprietor, because when his goods are sold without a profit everybody fights them, but when his price is maintained no one cares to do so, and even dealers who prefer not to sell patent medicines are willing to do so, provided there is a reasonable profit in them.

The favorable attitude of the National Wholesale Druggists' Association toward the serial numbering plan, as expressed in the resolutions adopted at our meetings in both 1903 and 1904, will undoubtedly be reiterated at this convention. It is our conviction, however, that on account of the additional labor and expense which this plan entails upon the wholesale trade we should continue to insist upon an increased compensation from all proprietors whose present remuneration is inadequate. We should likewise reaffirm our position that the proposed wholesale contract of every proprietor adopting this plan should be first submitted to this committee. Experience has demonstrated the wisdom of this provision, compliance with which enables the proprietor to get his contract in satisfactory shape before sending it to his wholesale distributors for signature. We also believe that the Association should place itself on record as favoring the application of

the serial numbering plan only to such articles as have an established sale in at least a considerable section of the country. We should not be expected to favor applying this complicated plan to articles with a limited local sale or to new preparations which are just being placed upon the market, because it is well known that the manufacturers of such articles naturally find it necessary to employ various channels of distribution in order to introduce their goods. We are firmly of the opinion that the plan can be successfully operated only in the case of well established articles which enjoy a more or less general demand. We have never encouraged the proprietors of new preparations or those having only a small local sale to place their articles on either the rebate or the tripartite plan, and in our judgment there is all the more reason why the same policy should be pursued in connection with the serial numbering plan, which involves so much more detail and expense for the jobber. While the history of this Association shows that we have always been willing and anxious to co-operate with our friends, the retailers and the proprietors, in every feasible plan for the betterment of the retail drug business, it is natural and proper that we should protect our own interest as jobbers.

We have noted with much regret that some of the proprietors using the serial numbering plan occasionally appoint as wholesale agents parties who are simply retailers and not entitled by any means to be classed as jobbers. This is not fair to the wholesale trade, who are thus deprived of the privilege of distribution, which rightfully belongs to them. The principle of the tripartite plan, which recognizes the jobber as the legitimate channel of distribution, is equally applicable to the serial numbering plan; in fact, the jobber has a still greater claim to the consideration of the proprietor under the latter plan, because of the extra work which devolves upon the wholesale trade in recording and reporting the serial numbers.

It is earnestly hoped that the serial numbering proprietors, as well as those selling their goods on the tripartite and rebate plans, will realize the justice of confining their sales at best prices to

recognized jobbers. Some of the proprietors are doing this, and we highly appreciate their support, but others have not been so careful. In fact, we regret to say that some proprietors do not hesitate to sell at best prices to "buying clubs" composed entirely of retail druggists, and to other parties who are not legitimate jobbers in any sense of the term. Wholesale druggists should individually lose no opportunity to let such proprietors understand that such methods will never secure for them the friendship of the wholesale trade.

The relations of your Committee with the officers of the National Association of Retail Druggists have continued of the most cordial and friendly character throughout the year. We have endeavored to be helpful to each other in everything that pertained to the mutual welfare of the wholesale and retail branches of the trade. The national organization of our retail friends has increased wonderfully in strength and usefulness during the past year. They are doing splendid work in behalf of the retail trade, and it is very gratifying to us that the future of the N. A. R. D. looks so bright. May they achieve still greater success as the years go by, because the prosperity of our retail friends, which they so richly deserve, will also inure to our own benefit as jobbers.

In this connection, it gives us pleasure to make the following quotation from an address delivered by Secretary Wooten, of the N. A. R. D., at the meeting of the Illinois Pharmaceutical Association in August last:

"The N. A. R. D. stands now, as it has always stood, for protection to the drug jobber in his legitimate sphere of distributor to the retailer, the middleman between the retailer and the manufacturer. Occupying this position the association has always opposed, and it will continue to oppose, the establishment and maintenance of buying clubs among retail druggists. Its desire is to co-operate with the jobber to the common advantage of both branches of the trade."

It is very gratifying to have such expressions from one of the chief executive officers of our sister association, and your Chairman cheerfully bears testimony to the earnest and consistent

manner in which the officials of the N. A. R. D. have always opposed the formation of "buying clubs," but notwithstanding their efforts, it is unfortunately true that numerous combinations of this character are in existence among the retail druggists in different localities, and some of these clubs even include members of local associations affiliated with the N. A. R. D. In return for the jobber's refusing to sell retail price demoralizers and for his helpful co-operation in various ways, he is certainly entitled to the good will and hearty support of the retailers. Our retail friends ought to show their appreciation of the jobber's action in their behalf by discontinuing their efforts to purchase goods at best prices from the manufacturers, thus cutting the jobber out of his legitimate rights. We are grateful for the loyal co-operation of the many retailers who recognize the fact that it is exceedingly unjust to ask and accept the jobber's valuable assistance, and then ignore his interest by purchasing direct from the manufacturers. We earnestly hope that those who are pursuing this course, either individually or by affiliation with buying clubs, will see the error of their way and give the wholesale trade a "square deal."

It has been suggested in the newspapers recently that on account of a considerable deficit in the national treasury, there is a probability of the reimposition of a stamp tax on proprietary medicines at the next session of Congress. We would recommend that this matter be carefully considered by the Association, because it would certainly be a great hardship upon all three branches of the drug trade if such a tax should again be instituted. In justice to our friends, the proprietors and the retailers, as well as ourselves, we believe that every effort should be made to oppose any attempt to revive this burdensome tax. We therefore recommend the passage of a suitable resolution expressing the sense of the Association on this subject and referring the matter to our Committee on Legislation for the necessary attention, in case a measure should be introduced in Congress looking to the restoration of such a tax.

Our members have probably noticed the bitter attacks which

have been made for some time past by certain newspapers upon the proprietary medicine industry. The charges have been of a sensational character, and your Committee believes that it is a gross injustice to many worthy preparations, which have been recognized as valuable remedies for years, to brand all proprietary medicines as dangerous to the public health and welfare. As wholesale druggists, proprietary articles constitute a large percentage of our business, and our sympathies are undoubtedly with those proprietors whose remedies are meritorious. We are sure that we voice the sentiments of our entire membership when we express our condemnation of an attempt to injure all proprietary medicines merely because a few of them may not measure up to the desired standard of excellence. Our friends, the proprietors of the standard preparations, whose worth has been demonstrated by a continuous demand which would not exist if they did not possess real merit, are entitled to our hearty sympathy and support in resisting the efforts which are being made to damage their business.

Your Committee has continued using its best efforts to secure additional compensation for the wholesale trade from those proprietors allowing an insufficient remuneration to the jobber, and it is a pleasure to report that increases have been granted during the year by the following firms:

Peruna Drug Mfg. Co., Columbus, Ohio.
 Freeman Perfume Co., Cincinnati, Ohio.
 Dr. Kilmer & Co., Binghamton, N. Y.
 Dr. Shoop Family Medicine Co., Racine, Wis.
 S. C. Wells & Co., Le Roy, N. Y.
 L. E. Pinkham Medicine Co., Lynn, Mass.
 Eastern Drug Co., Boston, Mass. (Stone's C. L. Oil.)
 Lehn & Fink, New York. (Pebeco.)
 T. A. Slocum Co., New York.
 Kutnow Bros., New York.
 W. H. Hooker Co., Buffalo, N. Y.
 Peacock Chemical Co., St. Louis, Mo.

Rio Chemical Co., New York.

Roessler & Hasslacher Chem. Co., New York. (Specialties.)

Bovinine Co., New York.

Warner's Safe Cure Co., Rochester, N. Y.

We were also successful in persuading Madame M. Yale, of New York and Chicago, to withdraw a contemplated reduction in her wholesale discount and to let it remain at 10 and 5 per cent.

The thanks of the trade are due to all of these proprietors, and especially to those who have increased their discount to 10 and 5 per cent. We earnestly hope that those whose additional allowance was not sufficient to make their discount 10 and 5 per cent. will appreciate the importance of advancing to that figure, in order to make their terms entirely satisfactory to the wholesale trade. It gives us pleasure to state that there is a goodly number of liberal proprietors who have always allowed us 10 and 5 per cent. or more. They have thus earned the gratitude of wholesale druggists generally, and this is certainly one of the best assets that any manufacturer can have.

It is a well established fact that the expense of conducting the wholesale drug business, owing to the ever increasing requirements of modern conditions, is much greater now than when the rebate plan was inaugurated, more than twenty years ago. Carefully compiled statistics demonstrate conclusively that it costs the average drug jobber from 11½ to 12½ per cent. to transact his business, so that it is practically impossible for wholesale druggists to make a living profit on proprietary goods which pay less than 10 and 5 per cent. While a considerable number of our friends among the proprietors have acknowledged the justice of our contention by making their discount 10 and 5 per cent., there are some of the leading manufacturers who still allow us much less than this figure, notwithstanding the earnest appeals made to them from time to time by their wholesale distributors. In fact, a few of the prominent proprietors expect the jobber to handle their goods for a beggarly 10 per cent., one or two allow

only $6\frac{1}{4}$ and 4 per cent., while there are a number of others whose discount is only 10 and 1 per cent. or 10 and 2 per cent. Your Committee believes that the time has come to express ourselves firmly on this subject, and we therefore recommend the passage of the following resolutions:

Resolved, That it is the sense of this Association that those proprietors whose present discount to the wholesale trade is inadequate should recognize the injustice of asking the jobber to handle their goods for less than the cost of doing business, and we hereby enter our earnest protest against such an utter disregard of the interest of their wholesale distributors.

Resolved, That we urgently request those proprietors whose compensation to the wholesale trade is now less than 10 and 5 per cent. for cash in ten days to increase their allowance to that figure.

Resolved, That it is the sense of this Association that drug jobbers individually should give preferential consideration to the goods of those proprietors who allow the wholesale trade 10 and 5 per cent., or better.

We desire to call attention to the unsatisfactory attitude of some manufacturers on the subject of free goods given by them as a bonus to the retail trade on orders filled through jobbers. The great majority of proprietors concede that the jobber is entitled to the same profit on such free goods as on goods handled in the regular way, because the expense of handling the free goods is fully as great, while the risk involved is somewhat greater. A few manufacturers, unmindful of the jobber's interest, insist that such goods should be charged back to them at cost, or that they should be allowed to replace them. Many jobbers have taken a firm stand in this matter and will not allow manufacturers to replace such free goods, nor will they bill the goods back at cost, but very properly insist on being paid for their work. We believe that it would be to the interest of the wholesale trade for the Association to go on record in this matter, and we therefore recommend the following resolution for adoption:

Resolved, That it is the sense of this Association that proprie-

tors who give free goods to retailers on orders filled through jobbers, should allow the jobber his regular margin on such goods.

When the proprietor sends the jobber with his regular orders a sufficient quantity of free goods to fill the bonus allowances to retailers, of course that is entirely satisfactory and no question can be raised.

In view of the large number of new preparations which are constantly being placed on the market, it is well to state that many wholesale druggists all over the country make a regular practice of accepting the first order of such goods only upon consignment, to be paid for when sold. They likewise insist upon the manufacturer's making his discount on new articles 10 and 5 per cent., or better, before they will handle them at all.

We believe that this position is fully justified and we commend it to the careful consideration of all jobbers. It is not reasonable for a manufacturer to expect wholesale druggists to stock entirely new preparations and pay for them before they are resold. The smooth-talking representative of the manufacturer generally makes all kinds of promises to help the jobber to sell new goods quickly, but it often happens that after he gets the order, the advertising which he promised does not materialize or is not effective, and the efforts of the manufacturer to create a demand for the goods either cease or produce no tangible results.

For these and other reasons, well known to every drug jobber, we believe that the only safe course is to take new articles only on consignment until results show that a demand has been created.

Since our last report the rebate plan has been adopted by the following proprietors:

Alkalol Co., Taunton, Mass.

P. Blakiston's Son & Co., Philadelphia. (U. S. Pharmacopœia.)

Fink's Magic Oil Co., Springdale, Pa.

Mozley Lemon Elixir Co., Atlanta, Ga.

Od Chemical Co., New York.

Pacific Coast Borax Co., San Francisco.

The following proprietors have also placed their preparations on the tripartite plan during the year :

Eupepsia Chemical Co., St. Louis, Mo.

Foley & Co., Chicago, Ill.

Kondon Mfg. Co., Minneapolis, Minn.

Sanipure Food Co, Seattle, Wash.

Vernal Remedy Co., Le Roy, N. Y.

Von Mfg. Co., Norwalk, Conn.

Yucca Co., Wichita, Kan., and Buffalo, N. Y.

The thanks of the trade are due to the proprietors who have adopted these plans, which insure a better control of their preparations in the interest of both wholesalers and retailers. We trust that other proprietors whose goods are now sold without any restrictions will take up one or the other of the various contract plans and thereby give evidence of their desire to help their distributors, both wholesale and retail, to secure a fair profit on the sale of their articles.

Your Committee has, as usual, kept in close touch with the work of the local wholesale drug clubs or exchanges throughout the country, and there is no question that these organizations are becoming more and more valuable to their respective members. Vice-Chairman Holliday has attended the meetings of many of these local associations during the year, and by keeping each club informed of the action of others, it has been possible to secure a greater degree of co-operation than ever before upon matters of mutual interest.

Several new clubs have been organized since our last report, one of the most important being that which includes the Texas jobbers. Conditions in that State had been somewhat unsettled for some time, and in pursuance of a promise made to our Texas friends at the New Orleans meeting, Vice-Chairman Holliday, of this Committee, and Chairman Hover, of the Committee on Credits and Collections, met the jobbers of the State in a conference at Dallas on December 20, 1904. The result of the meeting

was the formation of the "Lone Star Drug Club," and the entire situation in Texas has been greatly improved in every respect.

Last spring Mr. Holliday also attended a meeting of the Virginia jobbers, at which the "Virginia Drug Club" was formed, and it has been quite helpful to our Virginia friends in their local affairs.

A short time since the wholesale druggists of Oregon and Washington organized the "Northwest Wholesale Drug Exchange" in their midst, and as the jobbers in those States had previously been without a local association, it is confidently believed that the new organization will prove of great benefit to them.

The value of local associations can not be emphasized too strongly, because they enable the dealers in a limited territory to get together frequently and talk over matters of mutual interest to the trade in that particular section. Such conferences can not fail to be of value to all concerned, because the members thereby become better acquainted with each other, with the result that warm personal friendships are formed, confidence is inspired and a closer co-operation secured in everything pertaining to the welfare of all the dealers interested. We are glad to say that the whole country is now practically covered by local associations. While there are no regular organizations in some localities, the jobbers in those communities appreciate the value of co-operation and work harmoniously together.

While the local associations are very valuable to their members, there are some jobbers who seem to forget that it is the work of the N. W. D. A. which has maintained the wholesale drug business on a steady basis, as a rule, for more than twenty years. Many of the local organizations owe their birth and much of their usefulness to the work of this Committee, whose representative attended their original and numerous subsequent meetings at the expense of this Association. We sincerely trust that those members of local associations and any other wholesale druggists who have not yet become members of the N. W. D. A. will show their appreciation of our work in their behalf by connecting themselves with this Association. We are extremely gratified that such a

large number of new members were elected at our last annual meeting, and we earnestly hope that every drug jobber in the land will realize that it is a duty which he owes to himself and his fellow jobbers to join the N. W. D. A. and, by paying the small amount asked for annual dues, contribute his share toward the expense of the work, whose benefits are participated in by all wholesale druggists.

The additional compensation which has been secured during the past two years from a considerable number of important proprietors, together with the establishment of 1 per cent. as the uniform cash discount, has increased the profits of every drug jobber many times over the insignificant sum of \$50 per year, which it costs to belong to this Association. The truth of this assertion can readily be demonstrated by any jobber who will simply figure out the annual saving to his house by the reduction in cash discount, and also the additional profits he has made by reason of the increases obtained by us from leading proprietors like Horlick, Jayne, Wells & Richardson Co., O. F. Woodward, Peruna Co., Kilmer, Shoop, Pinkham, Slocum, Kutnow, Peacock Co., Rio Co., Bovinine Co. and others. We therefore urge our friends who are still outside of the organization to come in and reciprocate with their fellowship and financial support. We have accomplished a great deal for the wholesale drug trade in the past, and with a membership embracing practically all of the drug jobbers in the United States, our potentialities for good in the future will be largely augmented.

Your chairman and his assistants have been glad to render every aid in their power to our Committee on Membership, and it is a great satisfaction to us that we were able to obtain the applications of a number of influential firms this year. Should there be present at this meeting any wholesale druggists who have not yet joined the Association, we sincerely trust that they will make application and let us elect them before the adjournment of this convention.

The correspondence of your Committee's office has been unprecedentedly large during the year just closing, and your Chair-

man extends his sincere thanks for the uniform courtesy and consideration with which he has been treated by jobbers and proprietors generally. He also takes pleasure in expressing his appreciation of the valuable services rendered by Vice-Chairman Holliday and Secretary Toms. He is likewise grateful for the advice and assistance he has received from the members of the Committee, who have always given him their loyal support.

Respectfully submitted,

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| JOHN N. CAREY, <i>Chairman</i> , | CHAS. S. MARTIN, |
| CLAYTON F. SHOEMAKER, | H. B. FAIRCHILD, |
| ALBERT PLAUT, | J. C. ELIEL |
| M. N. KLINE, | (By H. H. Eliel), |
| WM. JAY SCHIEFFELIN, | JAMES W. MORRISON, |
| THEO. F. MEYER, | LUCIEN B. HALL, |
| W. J. WALDING, | FRANK A. FAXON, |
| W. J. MURRAY, | C. F. MICHAELS, |
| FRED L. CARTER, | W. A. HOVER, |
| CHARLES HUBBARD, | C. F. WELLER. |
| E. D. TAYLOR, | |

PRESIDENT PETER: The report will take the usual course and be referred to the Board of Control.

I understand there is a delegation from the National Association of Retail Druggists who wish to be heard, and if that is so, we will be glad to give them opportunity now to address the meeting.

MR. J. C. GALLAGHER: Mr. President and Members of the National Wholesale Druggists' Association—Following a custom which the National Association of Retail Druggists has established in the last couple of years to prevent misconception of any remarks made by its representatives, we have adopted the practice of submitting our statements in writing, and I will submit some of the

instructions of our Executive Committee to the delegates to your Association.

Mr. Gallagher then read the following address:

ADDRESS OF DELEGATES FROM N. A. R. D.

To the National Wholesale Druggists' Association:

The delegates representing the National Association of Retail Druggists have been instructed to bring to your attention several matters that are of interest alike to your members and to their patrons, the retail druggists of the country. We are aware that the National Wholesale Druggists' Association can not obligate its individual members to carry out specific policies which may be mapped out for them by your Association, but we trust you can see your way clear to urge upon your members the importance to themselves of giving heed to several subjects that vitally affect their interests, and of taking such action in reference to these subjects as will still further strengthen the bonds between wholesalers and retailers, which we confidently believe are growing stronger year by year.

At the recent Boston meeting of our Association the relations between your branch of the trade and our own were freely discussed, and the spirit of fairness and friendliness manifested in the discussions referred to unmistakably indicated an earnest desire on the part of the retailers to secure to the wholesalers what legitimately belongs to them, asking nothing in return for this co-operation except the wholesalers' help in securing to the retailers what belongs by right to them. We take pleasure in directing your attention to the utterances respecting the jobbing trade, which are contained in the address of the president and the report of the Executive Committee, respectively, made to that convention. A careful perusal of these papers can not fail to convince you that in bespeaking your continued co-operation to our common advantage we are proposing something that will undoubtedly inure to the advantage of the wholesale drug trade.

The first subject we wish to discuss with you is that of the growing menace to your welfare, as well as our own, of the mail order houses throughout the country, which are constantly increasing in number, size and influence. There are not a few far-seeing men in both the wholesale and the retail branches of the trade who apprehend that in these rapidly growing institutions wholesale and retail druggists have an antagonist worthy of their steel, and only through well considered plans, faithfully carried out, can serious inroads into our profits be prevented. It has been suggested that the mail order method of doing business is in the line of development, that it has come to stay, and that an attempt to arrest it is like trying to sweep back the ocean with a broom.

In reply to this we have only to say that a commercial scheme the effect of which would be the putting out of business of thousands of men who are now engaged in the wholesale and retail drug business and supplying the places of these men with women and young girls, hundreds of the latter being little more than children, is *not* in the line of development, whatever may be said by theorists to the contrary. The truth seems to be that the very life of the retail drug store of to-day is threatened on account of the additional hardships imposed by this new competition, and it is needless to say that with the passing of the retail drug store that which supports the wholesale drug store will disappear, and the latter also is doomed. The question is, shall we sit down supinely and wait for the gathering storm to break about us, or shall we prepare to protect ourselves against the storm's ravages? Of the two courses there surely can be no doubt as to which one wisdom would choose. What is the best way then for druggists to combat the hurtful influence of the mail order houses? By taking away from these houses the articles in our line which they use most effectively in baiting the public, namely, proprietary medicines. Why is it that these houses advertise proprietaries to the consumer in half-dozen lots at exactly the same price that the retail druggist pays his jobber for the goods? Simply this, that everybody knows the price of proprietary medicines, and a

vigorous effort is made through the prices placed upon them to create the impression that other articles of which the customer does not know are sold equally cheap. It is said (we do not vouch for the truth of the statement) that the mail order houses do not sell any other class of merchandise on as close a margin of profit as on proprietary medicines. It would seem that these houses intend to follow the department stores in exploiting proprietaries for advertising purposes. Like the department stores, these houses also recommend something else "just as good," whole pages being given up to extolling the merits of non-secrets, while the well-known proprietaries occupy only single lines of very small type.

By what means can the exploitation of proprietary medicines for advertising purposes by the mail order houses be prevented? We answer, unhesitatingly, through the direct contract serial numbering plan, and in making this assertion we do not ask you to take our unsupported word; we ask nothing more than that you accept what experience has proven. It is as far as possible from our purpose to claim that the D. C. S. N. plan will cure all the ills which afflict the drug trade; far from it. But we have watched the working of this plan long enough to know that it is by far the best for the retail drug trade that has ever been devised, and since it is the best for the retail trade it is also best for the wholesale trade. A striking illustration of its value is that it prevents the mail order houses from making as rapid and as far-reaching inroads into our business and yours as otherwise would be made. To-day none of the direct contract goods can be bought from any of the mail order houses. These goods are now following the course which, in our opinion, is the proper one, namely, from the proprietor to the wholesaler, from the wholesaler to the retailer, each handler of the goods making a respectable profit on them. Nor is this all that may be said; this condition of things is likely to continue, no matter how powerful the mail order houses may become. Surely the wholesale drug trade could not ask for a more satisfactory arrangement.

In the line of saving ourselves from the unfair and hurtful

competition of the mail order houses, we are sincerely desirous of preventing the passage of any of the parcels post bills that have been introduced into Congress and that are likely to reappear at the approaching session. In this important matter we ask your vigorous assistance, collectively and individually.

No doubt the proposition to replenish the treasury of the United States by means of a tax on proprietary medicines will be brought to your attention. Our organization, remembering the injustice of the not remote past, is strongly opposed to the reimposition of this tax, and we hope to have you co-operate with us in defeating a measure which can hardly fail to work great hardship and demoralization to the entire drug business.

Another subject we have been instructed to bring to your attention is that of wholesale druggists selling proprietaries indiscriminately to wholesale grocers. Of this previous delegations from the National Association of Retail Druggists have spoken to you, but the abuse continues unabated. It is hard indeed to understand why wholesale druggists will, in obedience to the wishes of the proprietors, refuse to sell the proprietors' goods to trade demoralizers, but, while refusing these orders, will sell unlimited quantities of proprietaries to wholesale grocers without gaining any knowledge whatever as to the destination of the goods. Some retailers are uncharitable enough to say that such action on the jobbers' part is proof that the jobbers' protestations of loyalty to the best interests of the retail trade are only pretense—that in reality the jobbers care little or nothing about the retail trade, otherwise they would find out the destination of the goods sold to wholesale grocers and would refuse to become parties to any scheme whereby trade demoralizers are furnished an opportunity to continue their hurtful practices. Those of us who represent the National Association of Retail Druggists on this occasion would greatly like to have you take such action as will, as far as possible, disabuse the minds of our people as to the attitude toward this important matter of the National Wholesale Druggists' Association, and that will tend to bring about a more satisfactory condition of affairs.

Wholesale druggists selling goods to unknown persons for cash, without making any effort to learn whom the goods are being procured for, is another of the subjects we have been asked to bring to your attention. As is well known to you, the National Association of Retail Druggists has always maintained that the wholesale druggist's rightful position is that of purveyor to the retail druggist, the middleman between the proprietor and the retailer. The efforts of our organization to maintain this attitude have been at times quite difficult because of the insistence of some of our people that they ought to have the privilege of buying directly from the manufacturers at best prices. The most difficult of all obstacles for us to overcome (when contending that the jobber has his legitimate sphere and should be protected in it) is the assertion, based upon such abuses as that just mentioned, that the jobber is looking out for himself first, last and all the time, and that on that account the retailer should do likewise. Can not something be done by you at this meeting to minimize the hurtful practice of wholesalers selling goods without question to strangers when these goods nearly always go into the hands of demoralizers, whose sole aim it is to render the drug business profitless to everybody but themselves? This subject is referred to your most serious consideration.

As we stated at the beginning of this paper, we apprehend that the best interests of all who are engaged in the drug business lie in the direction of practical live-and-let-live co-operation. We feel confident that you fully appreciate the need of such co-operation and are in hearty sympathy with every movement to that end. If we have succeeded in calling to your attention a very few of the things wherein we can more effectively work to each other's advantage, our object will have been accomplished.

In conclusion allow us to wish for your present meeting the most unqualified success in all the essentials that go to make up a thoroughly successful convention.

PRESIDENT PETER: Gentlemen, what will you do with the address of the delegates from the N. A. R. D.?

MR. C. F. SHOEMAKER: I move that the communication be referred to the Proprietary Committee, that being our custom on previous occasions when we have received communications from the retail druggists.

(The motion was seconded and carried.)

PRESIDENT PETER: The next report will be that of the Special Committee on Suits against Members, Mr. M. N. Kline, of Philadelphia, Chairman.

MR. KLINE: Mr. President and Gentlemen—I have been in the habit of submitting this report immediately after the report of the Proprietary Committee. I think I ought to say, before I read this, that it seems to me to be the irony of fate that the most peaceful member of the National Wholesale Druggists' Association should annually have to bring before this body the only inharmounious note we have from any source, either among the wholesalers or the retailers. It is a case of the "eleven stubborn men," perhaps, as it seems to our friends in Cincinnati; but certainly the report which I will read shows that there is a continuous performance on the part of one firm which keeps us busy for years and years among the wholesalers, and there are one or two discordant notes among the 40,000 retailers, and it would seem as if some means ought to be devised by which these matters can be adjusted peaceably. As long as they can not, I have to read the following report:

REPORT OF SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS

To the National Wholesale Druggists' Association:

Your Committee on Suits reports as follows:

In the case of the suit filed on May 16, 1904, by John D. Park & Sons Co., the plea made by Mr. H. G. Ward, our attorney in that case, to the effect that the whole matter had been adjudicated by the State courts of New York, whose judgment was binding upon the Park company, was refused in an opinion by Judge Platt, who sustained the argument made by the attorneys for Park to the effect that this suit, brought in the Circuit Court of the United States, was for a different cause of action from the cause of action in the suit brought in the courts of the State of New York.

As soon as the attorneys for the Park company have entered an order under Judge Platt's opinion our attorneys will determine the next step.

It may be noted in this report as a matter of interest that Judge Parker, who rendered the final opinion for the Court of Appeals in the previous suit in our favor, has now become associated with the attorneys for the Park company.

The suit of Loder v. Jayne and others, filed in April, 1904, in the Circuit Court of the United States for the Eastern District of Pennsylvania, has required the attention of your chairman to a considerable extent during the year. The attorney for Loder proceeded in February last to take depositions from the officers of the National Association of Retail Druggists, and later from the officers of the National Wholesale Druggists' Association, with the view of establishing his contention of a conspiracy. Your chairman personally attended the hearing in Chicago, and your Association was represented at this hearing and that in Indianapolis by Messrs. Reed & Rogers, of Chicago. In addition to Messrs. Reed & Rogers, the chairman, the vice-chairman and the secretary of our Proprietary Committee engaged counsel in

that city, and the fees for both were paid out of the funds of our treasury. The Loder case is down for trial in October of this year, and we are advised that the attorneys for Loder are prepared to go on. It was decided that the retailers should engage their own counsel, and they did so, both at Chicago and Indianapolis.

The Louisville suit, referred to in our report of last year, was decided in favor of the defendants, the members of our Association in that city and others, in an opinion by Judge Kirby on February 11, 1905.

The Platt suit in Chicago, in which the wholesale druggists of that city and the officers of the National Association of Retail Druggists were interested, was decided in favor of the defendants in an opinion by Judge Tuley in January, 1905, and this opinion was published in "N. A. R. D. Notes" of January 28.

The other suits, so far as we are informed, have been dropped.

The fact that we shall now have to proceed to trial in the Park case and also in the Loder case renders it absolutely necessary that your Committee on Suits have a guarantee of sufficient funds to enable them to proceed without embarrassment in the defense of these two cases. The hearing in the Loder case alone, if pressed to trial, may involve us in a very considerable expense. Witnesses will have to be brought from a distance, and your committee is bound to procure the very best legal talent obtainable, as they have done, and we therefore trust that our Treasurer will have the full and cordial co-operation of each member of our Association in his plan to place him in funds, so that the expenses in which we will be involved can be promptly met.

Mr. H. La Barre Jayne, the counsel for our committee, has been frequently called upon during the last year for advice, but has not yet rendered any bill for his services. Neither have we had a bill from Mr. Ward, of New York, for the services thus far rendered during the year.

As a matter of information, though not coming under the jurisdiction of your committee, we will state that a number of suits have been brought by proprietors working under the direct con-

tract plan, against retailers during the year, and so far as we are informed every one of these suits has been decided in favor of the proprietors bringing them. A suit brought by the manufacturers of Peruna is now pending against Park, the bill of complaint stating that the Cincinnati firm has been guilty of corrupting the wholesale agents for the Peruna company, mutilating the packages of these goods and violating the terms under which the goods are marketed. The outcome of this suit will be watched with interest by the members of our Association, and if the contention of the plaintiffs shall be sustained, as we have every reason to believe it will, it will not only establish the legality of the contracts with wholesale and retail dealers, but will enjoin others who refuse to sign or adhere to the conditions of the contracts from handling the articles so marketed.

Respectfully submitted,

M. N. KLINE, *Chairman.*

PRESIDENT PETER: The report will go to the Board of Control, under the usual rule.

We will now take up the report of the Committee on Memorials of Deceased Members, Mr. Charles H. Pettet, of Louisville, Chairman.

The report was read by Secretary Toms, as follows:

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS

Mr. President and Gentlemen:

Our Association has sustained a serious loss in the number and character of our members who have passed away since our last meeting. One of them, Mr. C. F. G. Meyer, was present at the first meeting in Indianapolis, where his efforts and influence contributed largely to the organization of the Western Association. All of them will be held in appreciative remembrance for their influence and efforts in strengthening and sustaining the work of our Association.

The prominent and honorable positions which they occupied

in their respective communities in mercantile and financial, as well as in charitable and social circles, deserve special mention, and commend them as examples worthy of our admiration and emulation.

The Committee recommends that a special memorial page to our deceased members be set apart in the report of the proceedings of this convention. The following have died during the year:

James McCord, died December 8, 1904.

William D. Phillips, died December 17, 1904.

James Richardson, Jr., died February 8, 1905.

Willis Bailey, died February 10, 1905.

W. A. Nelden, died February 23, 1905.

James A. Smith, died March 17, 1905.

Joseph E. Goold, died March 22, 1905.

Julian E. Johnston, died June 23, 1905.

Christian F. G. Meyer, died July 12, 1905.

J. Herbert Bagg, died August 16, 1905.

JAMES M'CORD

President James McCord Drug Co., La Crosse, Wis. 1841-1904.

Mr. McCord was born in New Bedford, Pa., May 3, 1841. He was connected with the drug trade in La Crosse about forty years, and died December 8, 1904. He received a common school



education at Poland, Ohio, and afterward took a course in the Iron City Commercial College at Pittsburg. He graduated from that institution when only sixteen years of age. In 1858, the year following, he went to Wisconsin and located at Sparta, where he remained one summer. He taught school during the day and kept books in the morning and evenings.

In the fall of the same year he secured a position as bookkeeper in a bank in Milwaukee, which he held

for several years. Later he became bookkeeper in a wholesale drug house in Milwaukee, and in December, 1864, he moved to La Crosse, where he resided.

The same year Mr. McCord associated himself with J. H. McCulloch and John Rice, of Milwaukee, and the firm of McCulloch, McCord & Co. was formed. This firm purchased the wholesale drug business of Uriah Parry, Jr., then located on North Front street between Main and State streets. A few years later Mr. Rice withdrew from the firm, and in 1882 Mr. McCulloch also retired, selling his interest to Mr. McCord. From the time that Mr. McCord purchased the interest of Mr. McCulloch the business was conducted in his name. Last spring a company was incorporated, known as the James McCord Drug Company, and Mr. McCord was made its President.

In addition to his drug business Mr. McCord was identified with a number of other enterprises. He was President and Treasurer of the W. A. Roosevelt Company, Treasurer of the La Crosse Theater Company since its organization, director of the Batavian National Bank, and was also interested in several other enterprises in the city. At the time of his death he was a member of the board of education. He served as a member of the common council for six years, and in the spring of 1897 was elected mayor of the city.

He was one of the early members of the board of trade and served as its President from 1874 to 1876, and since that time has been President of the Manufacturers' and Jobbers' Union. While at the head of these two commercial organizations Mr. McCord did much that contributed to the growth and welfare of the city.

Mr. McCord was identified with the First Congregational Church, and while he was not a member, he was trustee of the church for many years and up to the time of his death.

In the death of James McCord the city lost one of its most popular citizens, his associates in business one whose worth they knew and whose loss they deeply deplore, and the druggists of the Northwest one of their firmest friends and staunchest supporters.

WILLIAM D. PHILLIPS*

President Charles H. Phillips Chemical Company, New York.
1852-1904.

While riding with the Watchung Hunt Club near Plainfield, N. J., William D. Phillips, of Glen Brook, Conn., died in the saddle on December 17, 1904. Death was due to a clot of blood on his brain, and he was dead before he fell from his saddle. Mr. Phillips was president and a director of the Charles H. Phillips Chemical Company, New York. He was unmarried and belonged to a large number of clubs, among which were the New York Athletic, Manhattan, Reform and Underwriters' clubs, the American Geographical and American Chemical societies, the Board of Trade and Transportation. He was a member also of the Weeburn and Hillandale golf clubs and the Suburban Club. He was a brother of Dr. Alfred N. Phillips, of New York.

JAMES RICHARDSON, JR.

Of St. Louis, Mo.

Vice-President Richardson Drug Company, Omaha, Neb.
1855-1905.

James Richardson was a son of James Richardson, founder of the successful Richardson Drug Company, of St. Louis. At the time of his death he was Vice-President of the J. H. McLean Medicine Company and was also Vice-President of the Richardson Drug Company, of Omaha, Neb., but was not connected with the active management of that company. He died February 8, 1905.



Mr. Richardson was formerly connected with the drug business of his father, and was always closely associated with the drug trade in St. Louis. His son, James Richardson, known as James

* The Secretary made efforts to procure a photograph of Mr. Phillips, but was unsuccessful.

Richardson III, is connected with the only remaining Richardson Drug Company, which is now at Omaha.

WILLIS BAILEY

President Bailey Drug Co., Zanesville, O. 1838-1905.

Mr. Bailey was born in Zanesville, Ohio, November 22, 1838, and died February 10, 1905, after an operation for peritonitis. Mr. Bailey received his education in the public schools of his birthplace, and at the age of eighteen entered the employ of W. A. Graham. Several years later he became a partner in the firm of W. A. Graham & Co., to which the following firms were successors: Graham, Bailey & Co., Bailey & Porter, Bailey Bros. Drug Co., and the Bailey Drug Co.



For a number of years Mr. Bailey had not been actively interested in the drug business. At the time of his death he was President of the Old Citizens' National Bank, Vice-President of the Guardian Trust and Safe Deposit Co., and Vice-President of the Belknap-Carpenter Co., of Columbus, Ohio.

The news of the death of Mr. Bailey, from his extensive acquaintance and prominent connection with numerous enterprises, caused a distinct shock throughout the business and social life of Zanesville. It is not an exaggeration to state that Mr. Bailey was one of the best known citizens in that section of the state. He wielded a tremendous influence in the business life of Zanesville and was prominently known socially.

He was successful and amassed a comfortable fortune because he applied to his business affairs the best of judgment and untiring industry.

He invested liberally of his fortune in business enterprises that

were calculated to increase the commercial interests of the city and extend Zanesville's field.

In society he occupied a modest position, never seeking social preferment, but content to stand with the rank and file of gentility. He was a splendid host and a welcome guest; his domestic life was ideally happy. He was rich in the sense that the world counts riches, but did not parade his wealth before the public gaze.

W. A. NELDEN

President W. A. Nelden Drug Co., Salt Lake City, Utah.

1853-1905.

Mr. Nelden was a native of Montague, Sussex county, N. J., where he was born in 1853. When young Nelden had reached the age of twelve years his mother sent him to the Temple Hill



Academy at Genesee, N. Y., where he took a special course in chemistry in addition to the regular studies. His mother died three years later, when he returned to Newton and obtained employment in a drug store, remaining in that position for the next five years. At the age of twenty years he went to Philipsburg, N. J., where he became the proprietor of a drug store, which he conducted for many

years. In 1879 Mr. Nelden went to Utah and located in Salt Lake City, securing employment as a clerk in the drug house of Messrs. Moore, Allen & Co. Five years later he established the firm of Roberts & Nelden, wholesale and retail druggists, and for several years they enjoyed a lucrative trade. In 1892 Mr. Nelden purchased his partner's interest in the firm, disposed of the retail business and thereafter confined his operations wholly to wholesale lines. In 1893 he established the Nelden-Judson Drug Co., and was elected President of the company. The organization was sold to Edward C. Smith, of St. Joseph, Mo., and others in 1904.

After his interests were sold out in the Nelden-Judson Drug Co. he started the W. A. Nelden Drug Co., and interested several of his friends in it. He was elected President and manager of the company at the time it was incorporated. His health became worse, however, and the day before his death, which occurred suddenly on February 23, 1905, he was succeeded as manager of the company by J. J. Judson.

Mr. Nelden married, in Pennsylvania, Miss Sarah O. Stem, daughter of Prof. B. F. Stem. His family consisted of his wife, his sons, Paul and Ralph, and one daughter, Mrs. Jerome O. Cross.

JAMES A. SMITH*

President and General Manager Allaire, Woodward & Co., Peoria, Ill. 1848-1905.

Mr. Smith was born in Cincinnati in 1848. After leaving school he entered the drug business, and through energy and rare business judgment soon came to be one of the most prominent men in the trade in the central West. Leaving Cincinnati while still a young man, Mr. Smith moved to Terre Haute, where he established one of the most progressive drug stores in that city. His ability attracted the attention of the Richardson Drug Co. in St. Louis, with the result that Mr. Smith entered the service of that firm, remaining there until 1883, when he became assistant manager for Allaire, Woodward & Co. He was soon promoted to be general manager upon Mr. Allaire's retiring from the firm several years later.

In 1894 Mr. Smith succeeded to the presidency of the company on the death of Mr. Woodward, and remained as the active director of the company's affairs up to the day of his death on March 17, 1905.

Mr. Smith was married in Terre Haute to Miss Susan R. Potter, and is survived by a widow and two sisters.

The success of Allaire, Woodward & Co. is largely due to the

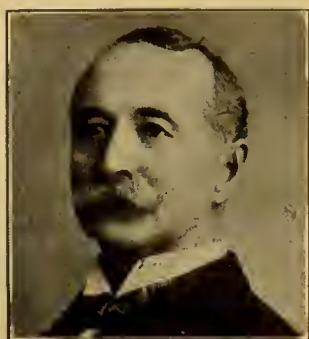
*The Secretary was unable to procure a photograph of Mr. Smith.

singular ability, untiring industry and painstaking, conscientious attention to all the responsibilities of his duties as President and director. The company thus sustained a severe loss in his death.

JOSEPH E. GOOLD

President J. E. Goold & Co., Portland, Me. 1843-1905.

Joseph E. Goold, one of the most prominent business men of Portland, Me., and President of the J. E. Goold Drug Co., died at his home, Woodfords, Me., on March 22, 1905, of carbuncle at



the base of the brain. Mr. Goold returned only about two weeks before his death from Pinehurst, N. C., where he had been for a time for the benefit of his health, which was somewhat impaired by too close attention to business.

Joseph E. Goold was born March 26, 1843. He first entered the drug business in the year 1862, when but nineteen years of age, as clerk in the wholesale house of J. W. Perkins & Co., and four years later he entered the employ of E. L. Stanwood, who was at that time conducting a jobbing business. In 1880 Mr. Goold was admitted to partnership under the style of E. L. Stanwood & Co. Upon the death of Mr. Stanwood in 1892 Mr. Goold purchased his partner's interest in the business and became sole proprietor. In the year 1896 the business was incorporated under the style of J. E. Goold & Co., with Mr. Goold as President and manager. Before becoming a member of the firm Mr. Goold was for a number of years on the road as a traveling salesman, and he continued in that capacity for some years after having become a partner. His acquaintance with the drug trade of New England was very extensive, and he had a host of friends in all of the different cities that were covered by his route.

Mr. Goold was a widower, his wife having died about twenty

years ago. He had no children. He is survived by a sister, Mrs. Pride, and by a niece, Mrs. Frank Waldron, of Norway. He was a member of the order of Odd Fellows, Portland Lodge of Masons and St. Alban Commandery, K. T. He was also a member of the Portland Board of Trade and of the Paint and Oil Club of New England.

CHRISTIAN F. G. MEYER

President Meyer Brothers Drug Co., St. Louis, Mo. 1830-1905.

Christian F. G. Meyer, president of the Meyer Brothers Drug Co., died July 12, 1905, in Hamburg, Germany, after a short illness. He was on a tour of Europe in company with his wife when he was attacked with a serious illness at Hamburg. C. F. G. Meyer was born December 9, 1830, in Haldem, about sixty miles south of the city of Bremen. When he was about three years of age his father died, and his mother when he was sixteen. He received a common school education in a village school. In 1847 a number of people in that section of the country emigrated to the United States, and as a sister of his was already here, he and an elder brother of his concluded to join the party. Their route was via Bremen and New Orleans. The voyage took seven weeks and a half from Bremen to New Orleans. They took a steamboat to Cincinnati, and from there went by boat and on foot until they reached the home of their sister near Fort Wayne, where they arrived December 3, 1847.



On February 14 Mr. Meyer was taken to Fort Wayne by his brother-in-law. Here he found a home with an American family and attended a private school about ten weeks, when the teacher became sick. Thus, while having some leisure time, he went to the canal which passed through Fort Wayne, hoping to see his

brother, who had taken a position as driver on the canal, and while standing there a gentleman stepped up to him, asking him in a somewhat abrupt manner whether he wanted a place. Young Meyer answered hesitatingly, "yes." He was taken to a drug store near by with the following introduction, "Hugh, this boy wants a place." The next day, May 10, 1848, Mr. Meyer commenced his career as a druggist. Salaries in those days were not large. The highest Mr. Meyer received was \$40 a year, yet he managed to save some, and when he commenced business for himself in 1852 he had accumulated \$420, besides paying back money loaned him by his brother to come to this country.

Mr. Meyer commenced the drug business with a Mr. Wall, whose assets were about the same. Together they had about \$1,000, Mr. Meyer having borrowed \$80 to make his capital \$500. After a partnership of five years with Mr. Wall the latter withdrew from the firm, Mr. Meyer agreeing to pay him \$10,000 for his interest. This indicates that they must have been quite successful.

After Mr. Wall retired, Mr. Meyer took his brother, J. F. W. Meyer, into partnership, the same brother with whom he immigrated to this country, and the style of the firm became "Meyer & Brother." Their business continued to grow and prosper, so that it became the largest retail drug business in the State of Indiana. The retail drug business, however, did not fully satisfy the ambition of Mr. Meyer, and they gradually worked into considerable jobbing.

After the close of the Civil War in 1865 Mr. Meyer went to St. Louis to open up an exclusive jobbing house, which he called a "branch house." This was not a propitious time to "branch" out, as was evidenced by the many failures that followed, owing to a constant decline in values of merchandise, due to the premium on gold, which was gradually declining. However, Mr. Meyer succeeded in keeping his head above water, and the business which he established in 1852 continued to grow until now the Meyer Brothers Drug Co. is probably the largest wholesale jobbing house in the United States.

Mr. Meyer was President of the National Wholesale Druggists' Association 1884-1885. He was one of those who first took special interest in the establishment of the Western Wholesale Drug Association in Indianapolis.

In 1902, when Mr. Meyer celebrated his seventy-second birthday, the officers of the company and the employees took occasion to celebrate in a substantial way the fiftieth anniversary of his business career as a proprietor.

Mr. Meyer was married in 1854 to Miss Francisca Schmidt, and the union was blessed with nine children, of whom six are living, five sons and one daughter. All are married. Four of the sons are in the house of Meyer Brothers Drug Co.

On July 10, 1904, Mr. and Mrs. Meyer celebrated their golden wedding anniversary at their home, 2733 Keokuk street.

JULIAN E. JOHNSTON

Vice-President W. H. King Drug Co., Raleigh, N. C. 1869-1905.

Julian E. Johnston, vice-president of the W. H. King Drug Co., Raleigh, N. C., died at the home of his father-in-law at Morrisville, N. C., June 23, 1905, aged thirty-six years. Mr. Johnston entered the drug business at an early age, and had been engaged in it in Kentucky and at New Brunswick, N. J. He became Vice-President of the W. H. King Drug Co. in 1900. He had been in poor health for some time and had traveled in the South and West in search of restoration. He left a wife and four children.



J. HERBERT BAGG*

Secretary General Chemical Co., New York. 1868-1905.

J. Herbert Bagg, secretary and a member of the executive committee of the General Chemical Co., died at his residence at Bay Ridge, N. Y., August 16, 1905. Mr. Bagg had been suffering with typhoid fever for more than three weeks, but not until Tuesday was his death expected.

Mr. Bagg was born near Brockville, Ontario, where he was educated. He became connected with the Brockville chemical works in 1888 and moved to New York in February, 1889, since which time he has been actively identified with the chemical business, first in connection with the Nichols Chemical Company and later with the Consolidated chemical interests.

Mr. Bagg was a member of the board of governors of the Crescent Club and a member of the athletic committee, in which he had full charge of the club's lacrosse interests. Mr. Bagg was also a member of the Lawyers' Club. He married Miss Mary Christine Carter, of Baltimore, and leaves besides his widow a young son.

At a meeting of the directors of the General Chemical Co. the following resolutions were adopted:

"Resolved, That as directors of the General Chemical Co. we record this expression of our profound sorrow at the untimely death of our friend and associate, Mr. John Herbert Bagg, late secretary of this company.

"By his unusual sagacity, his devotion to duty, his loyalty and high standard of honor Mr. Bagg earned the unbounded respect and confidence of his business associates, while his pure and irreproachable life, his sturdy manhood, his generous impulses, his amiable and sympathetic nature won the love and esteem of all with whom he came in contact."

Respectfully submitted in behalf of the Committee,

CHARLES H. PETTET, *Chairman.*

* The Secretary could not obtain a photograph of Mr. Bagg.

PRESIDENT PETER: The report just presented will take the usual course and go to the Board of Control.

The next Committee to report, I believe, is the Special Committee on Paris Green, Mr. Alanson S. Brooks, of Detroit, Chairman.

The Secretary read the report, as follows:

REPORT OF SPECIAL COMMITTEE ON PARIS GREEN

Mr. President and Gentlemen:

During the past six or seven years your Committee has recommended that every endeavor be made to bring about the adoption of the rebate plan in the sale of paris green.

It was found impossible to accomplish this, owing to the fact that the manufacturers were not able to agree to a satisfactory arrangement among themselves.

The only relief that your Committee could offer to the members of our Association was the adoption of a schedule prepared by your Committee. This was done for several years, but was not entirely satisfactory, owing to the fact that green was handled extensively by other trades than the jobbing druggists.

During all of this year your Committee has urged upon the paris green manufacturers the advisability of coming to some kind of an agreement amongst themselves which would protect the interests of the jobbers. These past efforts were successful to a limited extent this year, as the manufacturers adopted a schedule for 1905 which gave the jobbers a limited amount of protection, in that the schedule under which the manufacturers agreed to sell green established a margin of profit in lots of 500 lbs., of 2c. per lb.; in lots of 500 to 1,000 lbs., of 1½c. per lb., and in lots of 1,000 to 5,000 lbs., of 1c. per lb.

In former years the difference which the manufacturers made between 5-ton buyers and 1-ton buyers was but ½c. per lb., and in small quantities 1c. per lb., so that while the schedule adopted

for 1905 was not all that could be desired, it still placed the jobber in a much better position than he had been in for many years past.

This schedule did not give the jobber quite as large a margin of profit as was given under the schedule prepared by this Committee, but on the other hand, it established a uniform price amongst all handlers of paris green, including the manufacturers themselves, the jobbing grocery, hardware and paint trades.

The adoption of the schedule by all of the paris green manufacturers also showed that their differences had in a measure been overcome, and that they were working more harmoniously amongst themselves.

This your Committee considers a favorable portent, and encourages the hope that during the coming season a still more favorable schedule may be adopted.

Your Committee therefore recommends that the incoming committee prepare a schedule which is satisfactory to them, and that they submit the same to the various manufacturers of paris green, with a request that they adopt this for their schedule of 1906.

We think that if this request is made early enough in the season for the manufacturers to give the matter their careful consideration that it will have considerable weight in determining their action.

All of which is respectfully submitted,

ALANSON S. BROOKS, *Chairman.*

PRESIDENT PETER: The report just presented will take the usual course and be referred to the Board of Control.

The next report is that of the Committee on Transportation, Mr. Courtney H. West, of St. Louis, Chairman.

The Secretary read the report, as follows:

REPORT OF COMMITTEE ON TRANSPORTATION

Mr. President and Gentlemen:

The solution of the question of freight and passenger transportation is one that is now agitating the minds of the whole country. It is not only being discussed by the commercial bodies organized to protect the interests of their particular associations, but is now being considered by the Chief Executive and his Cabinet, Senators, Representatives and State Boards of Railway Commission. The bone of contention is the struggle for commercial supremacy. A detailed report on matters of so vital importance to the members of this Association would require months of endeavor to work out so extensive a proposition and intelligently recommend a plan that would bring relief to our members, located as they are in different sections of the country. We may, however, call attention to some of the more important matters now being considered by the commercial organizations of the country. Your former Chairman, Mr. Meyer, called attention to the great activity in railroad construction during the year 1904, which opened up new territory heretofore not reached by rail, thus opening new fields for the extension of trade and commerce. Our expansion in this direction is one of the direct causes for so much agitation to remedy existing conditions relative to the transportation of freight and passengers throughout the United States.

The railroad corporations are slowly but surely weaving a web about the commercial centers of this country, and the time is not far distant when the merchant and manufacturer will find, when too late, their interests have been affected to such an extent they can no longer continue business, and combat discriminations made in the interest of more powerful shippers. There seems to be a general demand for more railroad facilities, while the waterways are allowed to fill up with sand bars and driftwood by the government who control them. These avenues should be opened to our enlarged and ever-growing trade and

commerce. We beg to quote from an article by Mr. Lewis M. Haupt in the September number of the *North American Review*:

"That country is the best equipped for the contest which can deliver its goods at least cost and longest range. To accomplish this involves the ability not only to compete in first cost, but to retain control of the avenues of transportation so as to prevent the discriminations in rates or delays.

"Since the charge for transportation is a factor in the assembling of the raw materials as well as the distribution of the finished product, it is important to remove all conditions which may tend to raise the tariff, whether tolls, commissions, storage, break-of-bulk, demurrage, friction, or other resistances.

"Thus the main considerations in the selection of the site for a manufacturing plant are the geographic, geologic and topographic environments, so far as they may afford facilities for the supply of raw materials and distribution of the finished product by competitive routes to the market at least cost.

"Great mobility is essential to success, as is illustrated in the history of the maritime nations of the world. This is attributable directly to the fact that the physical resistance of a fluid to a body moving through or upon it is much less than that of a solid, and hence the cost of overcoming it is a minimum.

"This superiority of the waterway can not be taken from it, and it is the part of wise statecraft in any country to utilize it to the fullest extent by the improvement of its rivers and harbors."

Our Representatives in Congress should be urged to legislate for the improvement of our waterways, and thus increase the transportation facilities of our country.

The expansion of trade, and the establishment of new trade centers have brought new conditions in matters of transportation requiring a readjustment of rates, as new territory is opened and the great Mississippi Valley is demanding a more equitable rate basis. To illustrate, the present first-class rate from New York, Philadelphia, Boston, Baltimore and other Eastern points to the Pacific Coast is three dollars per hundred pounds, while the same

rate applies from Chicago, St. Louis and other Mississippi Valley points. This rate divides 29 per cent. New York to Mississippi River, 11 per cent. of the balance to Missouri River, and the remainder, or 189 8-10c. per hundred pounds, to the trans-continental lines; while the first-class rate, St. Louis to Missouri River, is sixty cents per hundred pounds, Chicago to Missouri River, eighty cents per hundred pounds. Thus it is that the trans-Missouri lines earn 23 2-10 cents per hundred pounds on Eastern business, and charge the merchant and manufacturer located in the Mississippi Valley sixty cents per hundred pounds for the same service.

These conditions are responsible for the pending legislation, which the public is at present demanding. The Act to Regulate Commerce, approved February 4, 1887, instead of being beneficial to the traveling and shipping public, established one of the greatest statistical bureaus in the land for the gathering of valuable information for railway corporations at the expense of the government. This act having proved ineffectual in the enforcement of the decisions of the Interstate Commerce Commission, the commercial organizations of the country are demanding of Congress and State Legislatures the enactment of laws that will afford relief from unjust rates and classifications, and empower the Interstate Commerce Commission and State Boards to enforce their conclusions in matters brought before them.

On June 1 the receivers and shippers of Cincinnati, Ohio, petitioned the President to instruct the Attorney General to proceed against the Southern Railway combination, viz., The Southern Railway, Atlantic Coast Line, Louisville & Nashville Railroad, Southeastern Freight Association and the Southeastern-Mississippi Valley Association, alleging that they are in violation of the Sherman anti-trust law, and in restraint of trade and commerce. Appreciating the necessity for the government supervision of the railroads of the United States, the National Association of Railway (State) Commissioners, at their annual convention, held at Deadwood, South Dakota, on August 16, adopted the following resolutions:

"That no railroad or common carrier engaged in interstate commerce shall be permitted to advance or increase any rate or rates without first submitting the proposed increased rate or rates to the Interstate Commerce Commission and receiving their approval.

"To require that in computing rates for transportation of property or passengers, the mileage of the shortest available practical route shall be used. No railroad engaged in interstate commerce shall charge more for the transportation of property or passengers between two points than the lowest rates between such points thus computed.

"Section 4 of the Act to Regulate Commerce is not as full and definite as it should be; therefore should be so carefully amended that the many abuses growing out of the long and short haul may be corrected.

"That the amendments to the act should provide heavy penalties to be imposed for each day that any person or persons, railroad, railroad company or common carrier refuse to obey any order, rate, rule or regulation of the commission."

Thus it will be observed that the men in charge of the railway matters in the various States of our Union are alive to the necessity of national legislation in reference to transportation.

We submit Judge Grosscup's plan, which is being endorsed by thousands of business and commercial concerns throughout the country. It is worthy of your earnest consideration:

JUDGE GROSSCUP'S TRAFFIC PLAN.

"Create a transportation department of the Government, headed by a live, aggressive man, and give to this secretary or commissioner the best assistants (some of them taken from the railroad ranks) the country can afford. This department is to have the sole duty of investigating, arbitrating and prosecuting all complaints of discrimination, unjust rates and unfair practices of every description by the railroads, and if unable to settle disputes between shippers and carriers informally, is to present the com-

plaints at once to a special court of transportation, to be created, the judges of which will be required to devote their entire time to traffic questions. The judges will sit together in Washington and separately throughout the country, so that complaints will be received and acted upon with the least possible delay. The department of transportation, acting for the shipper, will prosecute the case. The shipper will be put to no expense for counsel. The only appeal from this special court will lie to the Supreme Court of the United States, and then solely on questions of law."

Every branch of the railway service is thoroughly organized. They hold annual conventions and consider matters of vital importance to each branch of the business. These bodies, composed as they are of the most practical and brainy men of the country, are ever watchful of the interests of the companies they represent. The traffic officials are at present engaged in obtaining through their commercial agents information regarding the attitude of the numerous commercial organizations in reference to the proposed legislation by Congress for the regulation of interstate commerce under government supervision. These men do things, while the commercial bodies pass resolutions at each annual convention and let matters of the most vital importance rest there.

As stated above, your Committee do not feel competent to suggest plans to relieve the situation, nor have they given the time necessary to properly inform themselves on the merits of the various plans advocated; however, in the opinion of your Committee, immediate and direct benefits can only be secured by the appointment of a special or permanent committee, with power to act for this Association in any and all matters appertaining to transportation, they employing a competent secretary, with vast railroad experience, whose duties shall be to file all complaints of unjust classification and rate discriminations, attend meetings of the rate and classification committees, covering Trunk Line, Southern, Central, Mississippi Valley, Western, Trans-Missouri, Southwestern, Texas and Transcontinental territory, and represent this Association at all public meetings of State Boards of Railway and Warehouse Commissions, when the subject for consideration is of in-

terest to our members, and submit a detailed report at each annual meeting of the Association.

Respectfully submitted,

C. H. WEST, *Chairman*.

PRESIDENT PETER: The report just read will be referred to the Board of Control.

We have now received all the reports of committees. The next order of business will be the election of new members. The list of applicants has been posted for twenty-four hours. If the committee is ready to report, we will take that matter up now.

ELECTION OF NEW MEMBERS

Mr. C. F. Cutler, Chairman of the Committee on Membership, then again read the list of applicants recommended by the Committee, as follows:

FOR ACTIVE MEMBERS.

John Schaap, Fort Smith, Ark.
Richards & Co., San Francisco, Cal.
F. A. Tschiffely, Jr., Washington, D. C.
Florida Drug and Chemical Co., Jacksonville, Fla.
Southern Drug Mfg. Co., Jacksonville, Fla.
Humiston, Keeling & Co., Chicago, Ill.
Cook, Bell & Black, Terre Haute, Ind.
Conger Drug Co., Shreveport, La.
Carr, Owens & Co., Baltimore, Md.
Gilbert Bros. & Co., Baltimore, Md.
Heineman Drug Co., Baltimore, Md.
The Loewy Drug Co., Baltimore, Md.
Jackson Drug Co., Jackson, Miss.
Eimer & Amend, New York, N. Y.
Henry Klein & Co., New York, N. Y.

Goldsboro Drug Co., Goldsboro, N. C.
Justice Drug Co., Greensboro, N. C.
Vaughn-Crutchfield Co., Winston-Salem, N. C.
Archer & Schanz Co., Portland, Ore.
Lancaster Drug Co., Lancaster, Pa.
Fritts & Wiehl, Chattanooga, Tenn.
Western Drug Co., Abilene, Texas.
E. R. Roach Drug Co., Amarillo, Texas.
Vaughan-Robertson Drug Co., Richmond, Va.

FOR ASSOCIATE MEMBERS.

A. C. Meyer & Co., Baltimore, Md.
Joseph Middleby, Jr., Inc., Boston, Mass.
Prince Medicine Co., Cambridge, Mass.
P. E. Anderson & Co., New York, N. Y.
The Tyler & Finch Co., New York, N. Y.
Wright's Indian Vegetable Pill Co., New York, N. Y.
Duffy Malt Whiskey Co., Rochester, N. Y.
Bruening Cork Co., Oakdale, Pa.

PRESIDENT PETER: Gentlemen, you have heard the report of the Committee. What will you do with it? Will you take action first on the active members?

MR. C. F. SHOEMAKER: I move that the Secretary be instructed to cast one ballot for the applicants for active membership.

(Motion seconded and carried.)

SECRETARY TOMS: Mr. President and Gentlemen—As instructed by the Association, I cast this ballot for the applicants for active membership as proposed by the Committee.

PRESIDENT PETER: The question now is, what shall be done with the applicants for associate membership.

MR. C. F. SHOEMAKER: I move that the Secretary be instructed to cast the ballot of the Association for the election of those proposed for associate membership.

(Motion seconded and carried.)

SECRETARY TOMS: Mr. President and Gentlemen—As instructed, I cast the ballot of the Association for the applicants for associate membership as proposed by the Committee.

PRESIDENT PETER: I declare these applicants for active and associate membership duly elected as members of the Association.

Is the Committee on Nominations ready to report? This report will lie over for two hours before action can be taken upon it, according to the by-laws.

MR. F. A. FAXON: Mr. President and Gentlemen—The Committee on Nominations was confronted with the usual embarrassments the Committee meets with year after year—so many good men in the organization and so few good jobs to pass around. We present the following ticket:

REPORT OF COMMITTEE ON NOMINATIONS

Mr. President and Gentlemen:

Your Committee on Nominations of Officers begs to report as follows:

For President—Lucien B. Hall, Cleveland, Ohio.

For First Vice-President—William Jay Schieffelin, New York.

For Second Vice-President—J. B. Riley, Macon, Ga.

For Third Vice-President—Charles C. Goodwin, Boston, Mass.

For Fourth Vice-President—L. D. Sale, Los Angeles, Cal.

For Fifth Vice-President—W. T. Harper, Jr., Ottumwa, Iowa.

For Secretary—Joseph E. Toms, Indianapolis, Ind.

For Treasurer—Samuel E. Strong, Cleveland, Ohio.

For Board of Control—

Fred L. Carter, Boston, Mass., Chairman;

A. D. Parker, New Orleans, La.;

W. J. Mooney, Indianapolis, Ind.;

Charles Gibson, Albany, N. Y.;

Thomas F. Van Natta, St. Joseph, Mo.

Respectfully submitted,

F. A. FAXON, *Chairman*,

C. F. CUTLER,

H. B. FAIRCHILD,

C. F. MICHAELS,

W. J. MURRAY,

Committee.

PRESIDENT PETER: This report will come up for action at the afternoon session. Is the Committee on Time and Place ready to report? This report also lies over for two hours before action can be taken upon it.

Secretary Toms read the following report:

REPORT OF COMMITTEE ON TIME AND PLACE OF NEXT MEETING

Mr. President and Gentlemen:

The Committee on Time and Place of Next Meeting unanimously favors Washington, D. C., the Committee on Arrangements to name the time.

Respectfully submitted,

W. O. BLANDING, *Chairman*,

W. J. WALDING,

E. D. TAYLOR,

A. B. STEWART,

J. M. HINCHMAN,

Committee.

PRESIDENT PETER: This report will lie over for action at the afternoon session.

(Fourth Vice-President A. J. More in the chair.)

VICE-PRESIDENT MORE: We will now have the report of the Committee on the President's Address.

Mr. C. F. Shoemaker, Chairman of the Committee on the President's Address, presented the following report:

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS

To the National Wholesale Druggists' Association:

Your President has given you, in his annual report, a masterly presentation of the most important conditions which have surrounded our line of business during the last year.

We can not refrain from calling attention to his words in regard to our friends in the city of New Orleans, and to the scourge to which they have been subjected. The community which entertained us so royally and hospitably in November last is now passing through a series of trials of the most severe character. It seems to us meet and proper that we should not only individually, but likewise as a body, place ourselves on record at this time with an expression of the most sincere sympathy.

After a careful consideration of the remainder of the report we find only two subjects which, in our opinion, require action on the part of this Association, and as a result of this we herewith offer the following resolutions:

Resolved, That the action of the President in appointing a committee to confer with the officials of the United States Census Bureau in regard to the formation of a list of questions to be answered by the trade is hereby approved; and it is hereby recommended that this special committee, or a similar committee, be continued until the subject is finally disposed of.

Resolved, That in view of the unsatisfactory conditions which

continue to prevail in regard to the distribution of pharmaceutical products that the special committee having this matter in charge is earnestly urged to give to this subject their fullest consideration, with the hope that it may lead towards the adoption of some practical steps to improve these conditions.

Respectfully submitted,

C. F. SHOEMAKER, *Chairman,*

J. M. HINCHMAN,

COURTNEY H. WEST,

Committee.

VICE-PRESIDENT MORE: Gentlemen, what action will you take in regard to the report of the Committee on the President's Address?

MR. W. A. HOVER: I move the adoption of the report of the committee.

(Motion seconded and carried.)

(President Peter resumes the chair.)

PRESIDENT PETER: I desire to announce that at 4 o'clock this afternoon, in the room opposite the office of the local secretary, on this floor, will be held the meeting of representatives and members of local associations. All who are members or are interested in local associations are requested to attend this meeting, as no special delegates have been appointed, and I think every one should be interested in it, as it is an important branch of our organization.

On motion, the meeting then adjourned until 2 o'clock.

FOURTH SESSION

WEDNESDAY AFTERNOON, OCTOBER 4.

President Peter called the meeting to order at 2:40 o'clock.

Secretary Toms read the minutes of the morning session, which were approved.

PRESIDENT PETER: The next business will be the reception of the reports of the Board of Control. The first to be received will be the report of the Board of Control on the report of the Committee on Adulterations.

Mr. Lucien B. Hall, Chairman of the Board of Control, presented the following report:

REPORT OF BOARD OF CONTROL ON ADULTERATIONS

It is quite gratifying to learn from this Committee that the practice of adulterating drugs, chemicals and related products has to a great degree been continually lessened. While, as stated in this report, State Boards of Health and recognized trade journals have had their effect in bringing about this condition, the work of this Committee has done much to educate and induce our members to use greater care in the goods they purchase and manufacture.

The credit given the American Colleges of Pharmacy in this report the Board feels is well merited, and the members of our Association should encourage them in sustaining the highest efficiency in their work.

As to the idea that this Association should act independently of any national or State food laws, the Board does not see how the Association could do so, because it is necessary for our members and all other parties to conform to the regulations prescribed by such laws. We are also of the opinion that the appointment of an efficient chemist by this Association, as suggested by the Committee, is hardly necessary, because competent chemists can always be found for such work, and oftentimes our members have in their employ chemists who are fully as competent as any one who might be appointed by the Association. In fact, we believe that most of our members would prefer to make their own selection of a chemist when they desire to have an analysis made by an expert.

We agree with this Committee that the different State pure food laws are a matter of great concern to all manufacturers and dealers in food products. The Board feels that the Association should reaffirm the position it has always taken in favoring a national pure food law, with proper limitations.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Adulterations. What action will you take regarding the report?

MR. J. N. CAREY: I move that the report be adopted.
(Motion seconded and carried.)

PRESIDENT PETER: The next business will be the report of the Board of Control on the report of the Committee on Commercial Travelers.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON COMMERCIAL TRAVELERS

The Board heartily indorses the suggestion of this Committee that it is an excellent plan to have the travelers of competing houses get together periodically and become more thoroughly acquainted, because as they know each other better there is no doubt that a more cordial feeling will be promoted between them. Such a plan, we believe, will redound to the interests of their respective houses, because when travelers are friendly with each other, abuses which naturally creep in when they are antagonistic will be eliminated.

It is very gratifying to note the committee's statement that the standard of the average commercial traveler has advanced very materially in recent years. This is undoubtedly due in a large measure to the practice of our members in discountenancing any irregular methods on the part of their travelers, and in declining to employ as salesmen men who will make misrepresentations in order to secure business.

We agree with the Committee that the traveler in order to be successful must endeavor to protect the interests of both his employer and the customer in an entirely equitable way.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Commercial Travelers. What is your pleasure regarding this report?

MR. FRANK A. FAXON: I move that the report be adopted.

(The motion was seconded and carried.)

PRESIDENT PETER: We will now have the report of the Board of Control on the report of the Committee on Credits and Collections.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON CREDITS AND COLLECTIONS

Our Association always expects an able report from this committee, and the one this year is especially interesting, as the statistics gathered are of great value to every member of our Association.

It gives a very careful analysis of the wholesale drug business, and shows conclusively that something should be done to check the continually increasing expense account, which seems to baffle the wholesale druggist more than any other problem. As pointed out by this committee, one of the greatest items of this expense is the gradually increasing number of salesmen employed, and the more frequent visitations of these travelers to points in their territory. This is a very serious matter, and your board feels that it is a subject that can not well be handled by the National Wholesale Druggists' Association, and would recommend that local organizations throughout the country take this subject up with their members with a view of systematically reducing the number of their salesmen and making the visits of these travelers less often.

This report is a record of things accomplished, and does not deal so much in futures. The members of this association are greatly indebted to this committee, and especially to its chairman, for his untiring efforts in bringing about a uniform discount of 1 per cent. throughout the whole country.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Credits and Collections. What shall be done with the report?

MR. C. W. SNOW: I move the adoption of the report.

MR. M. N. KLINE: I ask that an opportunity for dis-

cussion of these reports of the Board of Control be given. As I said this morning, we have these valuable reports, upon which so much time and labor has been expended by the committeemen, and they are passed by the members of the Association with what may appear to the writers as some degree of indifference, and I simply rise to ask that the President shall give ample opportunity for discussion on each of these reports as they are passed.

PRESIDENT PETER: Is there any discussion on the report of the Board of Control on the report of the Committee on Credits and Collections?

Mr. Snow's motion was seconded and carried.

PRESIDENT PETER: We will now receive the report of the Board of Control on the report of the Committee on Drug Market.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON DRUG MARKET

It is quite gratifying to know that the past year has been one of unusual prosperity, and the board hopes the predictions of five more years of prosperity may prove true.

The preparation of the report on drug market requires an immense amount of labor, and the thanks of the association are due the chairman for the carefully prepared report which he has submitted. It will be found very valuable as a matter of record when published in our annual proceedings.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Com-

mittee on Drug Market. Are there any remarks on the report? What action will you take on the report?

MR. M. N. KLINE: I move that the report of the Board of Control be adopted.

(Motion seconded and carried.)

PRESIDENT PETER: We will now receive the report of the Board of Control on the report of the Committee on Fire Insurance.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON FIRE INSURANCE

The report of this Committee presents in a complete and concise manner the reasons why every merchant should protect himself against loss by fire. We fully agree with the Committee that the investment necessary to secure the best and most complete equipment for preventing fires, and for handling one should it occur, will prove more profitable than a like amount of money spent in any other direction. We commend all of the Committee's valuable suggestions to the careful consideration of our members. We would lay particular emphasis upon the statement that the shutting off of the electric current at night where the current enters the building is most important.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Fire Insurance. What action will you take regarding the same?

MR. C. F. SHOEMAKER: I move the adoption of the report.

(Motion seconded and carried.)

PRESIDENT PETER: We will now receive the report of the Board of Control on the report of the Committee on Fraternal Relations.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON FRATERNAL RELATIONS

We are pleased to learn from the report of this committee that the relations existing between the three branches of the drug trade are so harmonious throughout the country. It is certainly to the mutual interest of the manufacturer, the jobber and the retailer that each should manifest a spirit of friendship and good will toward the others.

The board believes that the National Association of Retail Druggists is entitled to great credit for the very commendable efforts it has always made to promote a friendly relation between the three branches of the trade.

We also agree with the committee that the various local associations of wholesale druggists have likewise proven of great value in this and other directions.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Fraternal Relations. What shall be done with the report?

MR. W. A. HOVER: I move the adoption of the report.
(Motion seconded and carried.)

MR. L. B. HALL: The Chairman of the Board of Control would like to submit a report on the report of the Committee on Membership.

REPORT OF BOARD OF CONTROL ON MEMBERSHIP

It is not customary, as reported by the board last year, to take any formal action on the report of this committee, but the board feels that the work of this committee should not go unnoticed, as the results show they have done active and effective work in presenting so many new and desirable firms for membership, and are entitled to the thanks of our Association.

PRESIDENT PETER: This report is certainly in order and is a proper recognition of the work performed by the Committee on Membership. You have heard the suggestion of the Board of Control that the Association return thanks to the Committee on Membership. What action will you take in regard to this?

VOTE OF THANKS TO COMMITTEE ON MEMBERSHIP

MR. JOHN N. CAREY: I move that the thanks of the Association be returned to the Committee on Membership for the very excellent work performed by them during the past year, and that the report of the Board of Control be adopted.

(The motion was seconded and carried.)

PRESIDENT PETER: We will now have the report of the Board of Control on the report of the Committee on Memorials of Deceased Members.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON MEMORIALS OF
DECEASED MEMBERS

While it is extremely sad to note from the report of this Committee that ten of our members have been called to their eternal reward since our last meeting, we should feel grateful that, notwithstanding the increase in our membership, the number of deaths in our ranks during the past year has been considerably less than in each of the last few years.

The loss of our departed friends will be keenly felt by our entire membership, and the thanks of our Association are due the Committee for the care they have displayed in preparing their report.

One of those who passed away during the year was Mr. C. F. G. Meyer, an esteemed and honored ex-President of this Association. He was one of the pioneers of this organization, having actively participated in the first meeting held at Indianapolis in 1876. He was always one of our most earnest and faithful members, and in accordance with the custom, we recommend that a Committee of three be appointed by the President to prepare suitable resolutions in his memory.

We further recommend that a memorial page be set apart in the journal of this convention upon which the names of our departed members shall be inscribed, and also that the report of the Committee be adopted and printed in our proceedings.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Memorials of Deceased Members, with the recommendation that the chair appoint a committee of three to draw up suitable resolutions upon the death of Mr. C. F. G. Meyer, and that a memorial page in our proceedings be set apart to the memory of our deceased members.

MR. M. N. KLINE: Does that carry with it the recommendation which I think we adopted as a rule last year, to print with each of these notices a picture of the deceased member in our proceedings?

MR. HALL: Such a recommendation is not in our report, but I will be glad to have it added.

MR. KLINE: I think that was adopted last year as a rule, and I hope it will be continued this year.

PRESIDENT PETER: It is a rule, Mr. Kline, and the practice will be followed this year.

MR. M. N. KLINE: I move the adoption of the report of the Board of Control on the report of the Committee on Memorials of Deceased Members, with that understanding.

(Motion seconded and carried.)

COMMITTEE ON RESOLUTIONS IN MEMORY OF EX-
PRESIDENT C. F. G. MEYER

PRESIDENT PETER: The chair will appoint as the Committee to prepare suitable resolutions in memory of Mr. C. F. G. Meyer, Messrs. M. N. Kline, Philadelphia; W. A. Hover, Denver, and W. J. Walding, Toledo.

The next business will be the report of the Board of Control on the report of the Committee on Paints, Oils and Glass.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON PAINTS, OILS
AND GLASS

The report of this Committee is an interesting review of the conditions in the paint, oil and glass business during the past year. We congratulate our members who handle these lines upon the satisfactory relations existing between capital and labor, as reported by the Committee, and also upon the favorable outlook for the coming year.

It is to be regretted that the margin on white lead and polished plate glass is not altogether satisfactory, and we recommend that the incoming Committee on Paints, Oils and Glass use every effort to bring about an improvement in this respect.

The board heartily endorses the recommendation of the Committee that the influence of this Association should be used to secure legislation making it impossible to sell an adulterated article as linseed oil.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Paints, Oils and Glass. What will you do with the report?

MR. W. A. HOVER: I move its adoption.

(Motion seconded and carried.)

PRESIDENT PETER: We will now receive the report of the Board of Control on Local Associations, City and Interstate.

Mr. Hall presented the following report:

REPORT OF THE BOARD OF CONTROL ON LOCAL
ASSOCIATIONS, CITY AND INTERSTATE

We are heartily in favor of the sentiments expressed in this report, and the board would recommend and urge that local associations be formed in localities where they do not now exist, and that these associations meet frequently.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Local Associations, City and Interstate. What will you do with it?

MR. E. D. TAYLOR: I move that the report be adopted.
(Motion seconded and carried.)

PRESIDENT PETER: The next business will be the report of the Board of Control on the report of the Committee on Trade Marks.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON TRADE-MARKS

The thanks of the Association, and especially those of our members who are interested in trade-mark rights, are due to the chairman of this Committee for the complete and exhaustive report he has presented. The long line of important decisions rendered during the past year can not fail to be of surpassing interest to those who own or may acquire trade-mark rights.

The board calls particular attention to the recommendation of the Committee that it is exceedingly important for the owners of trade-marks to act promptly in asserting their rights against

infringements, because experience has demonstrated in several cases that they are liable to lose their rights by delay.

We also commend to the careful consideration of all interested the valuable information presented by the Committee showing the advantages of the protection afforded by the new trade-mark law as compared with the former one.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Trade-Marks. What action will you take in regard to it?

MR. C. F. SHOEMAKER: I move that the report be adopted. (Seconded and carried.)

PRESIDENT PETER: The next business will be the report of the Board of Control on the report of the Committee on Transportation.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON TRANSPORTATION

The board agrees with the Committee on Transportation that this is one of the most important questions confronting all lines of trade, and there is no doubt that some relief is badly needed by shippers all over the United States.

There has been so much agitation of this matter, and so many plans have been suggested for the correction of present abuses that the Board of Control, like the Committee on Transportation, has not had the time or the opportunity to give each plan the careful consideration which it deserves. We, therefore, are not in a position to recommend any particular plan at this time.

In view of the active interest taken in this matter by the President of the United States and other influential men throughout the country, there is hardly any doubt that a renewed effort will be made to secure suitable legislation from Congress at its next session. The board would therefore recommend that the incoming Committee on Transportation and the incoming Committee on Legislation keep in close touch with each other and use every effort to secure the passage of such remedial laws as will give shippers the necessary relief.

There is no doubt that the establishment of a shipping bureau under the charge of experts to look after the transportation interests of our members would prove of great benefit, as suggested by the committee, but such a bureau would involve a very large expense, which our present income is not sufficient to provide for. The board can not, therefore, see its way clear to recommend the establishment of such a bureau at this time.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Transportation. What is your pleasure?

MR. M. N. KLINE: I don't want a monopoly of these remarks. If I can not do anything else I will provoke some one else to talk pretty soon. Here is a report with a recommendation that I can not help talking upon, partially because it has reference to the Committee on Legislation, of which committee I have been chairman, and partially because it is a live question. I can not quite understand the intent of the report of the Board of Control. I may be mistaken, but it sounds to me like a sort of straddle. If it is, I want to oppose it. There has been so much said on this question that I believe there is hardly a man in the room who does not side either with the effort being made to correct some of the abuses we are all

cognizant of, or else sides with the transportation companies, who, as I understand, perhaps do not want to bring about the correction of these abuses.

The recommendation by the Board of Control refers to the attitude of the President and then, as I take it, leaves it with the President, with the hope that the sentiment which will be created might bring about a solution of this difficulty; but would it not be better for us to take sides one way or the other? My impression has been regarding other bodies in which I have been more or less active, that the merchants, the manufacturers and shippers in this country are interested on one side of this question, and the transportation companies are interested on the other side. I have said elsewhere that the transportation companies are manned by the best brains we have in this country of ours, and they are strong not only in brains, but in capital and influence, and, as we all know, they are fairly able to take care of themselves so far as their particular interests are concerned. The merchants and the manufacturers and the shippers frequently are either silent upon this question or pass it with a statement that they can not do very much, anyhow. Now, it seems to me we ought to look after our end of the question, from our standpoint, leaving it to the transportation companies to look at the question from their standpoint, and I have not much doubt that they will get all that is due them.

I ask the Board of Control if it has fully considered the matter whether we ought not to go on record, at least in one particular, which I do not see referred to in that report. Mr. Bacon is the very efficient chairman of an organization which sends to us circulars from time to time, and he has recently sent us a communication asking for the appointment of a delegation from this Association to

a convention to be shortly held in the city of Chicago. Mr. Bacon is working for the side that represents our interests. Would it not be well, at least, to go so far as to recommend that the President of this Association be asked to appoint a delegation to this meeting of the association of which Mr. Bacon is chairman, and which association favors the bill or bills which may be introduced in Congress giving greater authority to the Interstate Commerce Commission? That is my impression of the side of the question in which I think we are interested.

MR. L. B. HALL: In answer to Mr. Kline's statement that we did not take any decided position, I will say that our board had in mind when we say "the board would therefore recommend that the incoming Committee on Transportation and the incoming Committee on Legislation keep in close touch with each other and use every effort to secure the passage of such remedial laws as will give shippers the necessary relief" that we had such Committees on Transportation and Legislation, which were active committees, and that the existence of such committees was a guaranty that something would be accomplished; and we took the position that we would be amply protected, and have our interests adequately represented by these two committees; and the Board of Control has no doubt that such committees will properly represent the views of the members of the Association.

The chairman of the Board of Control was a delegate from the Cleveland Chamber of Commerce last year to the meeting which was held at St. Louis by the organization to which Mr. Kline has referred. If there ever was an enthusiastic body, it was at that meeting. They came from all over the country, and they had their troubles,

surely. The Board of Control will agree to any resolution which will make this stronger, and I personally think that perhaps we should take some stand in this matter; but in referring the subject to the Committee on Legislation and the Committee on Transportation we felt the matter would be taken care of thoroughly, and everything done that was necessary to advance the interests of the members of the Association in that matter.

MR. W. A. HOVER: I am very glad that Mr. Kline brought up this question in the manner he has. This subject is worthy of very full consideration, and this is an opportune time to take action in the matter. The President of the United States needs the support of every commercial organization in the country to bring about the ends he is striving for, namely, some regulation of our interstate commerce, and those in many sections of the country, particularly in the West, know that some such regulation is sorely needed. I therefore hope that the action of this Association will be in the line of considering the adoption of some strong resolution in supporting the policy of the President and endorsing his idea of strengthening the hands of the Interstate Commerce Commission, that they may act immediately and effectively on such matters as may be presented to them by the shippers on the one hand and the transportation companies on the other hand.

MR. C. F. SHOEMAKER: I have listened with much interest to the remarks made on this subject. It seems to me, before we decide to place ourselves on record as favoring the position taken by the President, it would be a good thing for us to know exactly what position the President is taking. I am sure there is no citizen of this

great and glorious land who has greater respect than I have for the occupant of the presidential chair, but it must be admitted that at times he is unable to stand political pressure on the part of his friends. I observed an article in the New York *Herald* of this morning which states that the President has decided that it would not be advisable to press the matter of giving the rate-making power to the Interstate Commerce Commission. It seems to me that the subject is one of such great magnitude that this body or any other body should hesitate seriously before taking positive action and arraying themselves either on one side or the other of this question. As a matter of fact, it has been frequently said—and what I think is undoubtedly true—that what this country and every city needs is not new laws, but the compulsory observance of the laws which already exist. It seems to me that the spectacle we had in Chicago a few days ago of four influential and prominent business men marching up to the bar of justice to have imposed upon them a fine of \$25,000, and that they paid the fine only as a means of being able to avoid going to jail, was one which must strike terror into the hearts of lawbreakers so far as railway rate matters are concerned, because it must be remembered that the penalty of \$25,000 was imposed for receiving railway rebates claimed under false pretenses. As I understand it, the mercantile community and likewise the people at Washington have had a great light dawn upon them inside of the last few months, and it may be clearly observed that if the powers which the Interstate Commerce Commission already has are carried out to their logical conclusion, that it probably needs no additional power. It is for this reason that I specially wish to

caution this body against taking a radical stand on either side.

MR. W. A. HOVER: In reply to the contention of Mr. Shoemaker that we are treading on dangerous ground in making any recommendations of any character at this time, I have to say that I do not believe it is the sense of any commercial body in the United States, nor do I believe it is the intent of the President, because I have not seen it in any of his communications or expressed in any of his speeches, and the first initial utterance he gave in connection with that matter I had the pleasure of listening to in Denver, after his spring vacation—I say that I do not expect it is the intention of the President or of any commercial body that the Interstate Commerce Commission shall be given rate-making powers in the full sense of the word; that is, that they shall be given the power of revising, or initiating, or making new tariffs. That proposition is absurd, and will be so held by every man who is at all familiar with the transportation affairs of the country. Our rates are based on a process of evolution. There is only one way in which a commission of that kind could initiate new rates, and that would be on a distance tariff, which would kill every commercial interest. I do not think there is any danger of that, although the railway companies have seen fit to exaggerate that phase of the question. I do believe, however, that the Interstate Commerce Commission should have increased powers and the machinery to enforce their rulings where specific cases of discrimination are brought before them; that, just or unjust, that whatever the ruling shall be in the particular case, that ruling shall be enforced at once. The railroad companies, under the Townsend bill, will have immediate

recourse by appeal to special courts, and the special court will give these cases immediate attention, and the railway companies could not suffer any injustice for an extended period of time.

At the present time the shipper has no show whatever. Notwithstanding we have our federal statutes which have provisions relating to this subject, they are not practicable and are entirely inadequate. You can argue a case on these provisions from now until doomsday and you will not get any satisfaction. It is a well-known principle that the courts can only rule on an existing condition. They can say that the present rate is legal or illegal, or that it is fair or unfair, but they can not make a future rate. This could be done by an executive body like the Interstate Commerce Commission, but no judicial body can do that. I hope this Association will put itself on record as being in favor of an increase in the powers of the Interstate Commerce Commission along the lines named.

MR. L. B. HALL: As to the Interstate Commerce Law Convention which was held in St. Louis last year, and another meeting of which convention is to be held this month in Chicago, I will state that what that convention desires is that the Interstate Commerce Commission shall be given greater powers. As stated in this report, they feel that the Interstate Commerce Commission is now only a bureau of investigation and information. What the Interstate Commerce Law Convention wants is a law which will give them power to correct the abuses which they discover.

In answer to Mr. Kline, I will say that in the Secretary's report he stated that there will be a meeting in Chicago of the Interstate Commerce Law Convention, and Mr.

Bacon has asked that delegates be appointed from this Association, and the Board of Control will recommend that the President appoint delegates from this Association to represent us at Chicago in the Interstate Commerce Law Convention.

MR. M. N. KLINE: I will add a word to what Mr. Hover said. He made my speech in reply to Mr. Shoemaker. The newspaper referred to is not often behind the times, but when it gives information about a thing that never existed I want to say that the minds of the community have been twisted on this subject intentionally by the transportation companies. Every time it is referred to, it is referred to as a desire to confer on the Interstate Commerce Commission the power of rate making. There is no such proposition before us, and they know that the President of the United States never made any such proposition as well as you and I do, but it serves their purpose to put it in that shape. It is not a square deal. The question of rate making is one thing, and the question of correcting abuses is another thing. The present process, as I understand it, is that if you have a grievance you lodge your complaint with the Interstate Commerce Commission. They have no power to enforce their ruling, but they may rule in your favor, and the courts enforce the ruling. The transportation companies know that the processes of the law are slow, and that many years may elapse before redress through the courts is ever had under this process. As I understand it, this movement is an effort to correct that in a measure by conferring greater powers on the Interstate Commerce Commission. I believe there is no question that if the issue is placed clearly before the merchants and manufacturers of this country

that every one will understand that the proposition of the President is in their interest, and at the same time is not against the true interests of the transportation companies. Much of the information on this subject is brought out by the newspapers in distorted shape.

MR. G. G. MINOR: Do I understand the Committee primarily recommend the appointment of delegates to this convention which is to be held in Chicago to look into this matter?

PRESIDENT PETER: The Board of Control did not so recommend in its report, but I understood the Chairman of the Board to say that he would so amend his report.

MR. HALL: The attention of the Board of Control was called to that by the Secretary. The Secretary referred to the matter in his report, and it is my understanding that the President will appoint delegates to this convention as we have done before, and the Board, I am sure, will so recommend.

MR. C. F. SHOEMAKER: It may be that I am rather dense this afternoon, but I fail to accept the situation as presented by my distinguished colleague from Philadelphia. I do not know what the usually accepted definition of rate making is, but to me there are just two ways of looking at this thing, and only two. Either a rate is too high, or a rate is too low; that is all. I have never known a shipper or consignee to complain that a rate is too low. The only complaint I am familiar with is that the rate is too high. The power sought to be given to the Interstate Commerce Commission is the authority to say that the

rate is too high. If that is not a rate-making power, I must confess that I do not understand the English language. I am not interested in any railroad. I do not own a single share of railroad stock, but I believe as a business man that that power is too great to give to any body of that kind.

MR. JOHN N. CAREY: It seems to me that the report of the Board of Control covers the situation. They recommend that the matter be left with the Committee on Legislation and the Committee on Transportation, and it strikes me that these committees are always made up of men who are alive to the interests of our Association and that the matter can be safely left in their hands.

MR. M. N. KLINE: As Chairman of the Committee on Legislation, communications have been sent to me from time to time by the Interstate Commerce Law Convention, and I have said that I did not consider it was anything for us to take up, because our members belonged to Boards of Trade or commercial bodies in their own cities and could through the medium of these organizations make themselves felt. If we do participate in that convention by the appointment of a delegation, which I now favor, it is a new step for us.

MR. HALL: Delegates were appointed to their last meeting in St. Louis.

MR. KLINE: The Secretary of our Association referred these communications to me. As Chairman of the Committee on Legislation I understood the work was looked after by our members through their home associations

and through commercial bodies which were alive to these questions ; but I think, now that the question has come so prominently before the people, that we ought to be represented in these conferences.

PRESIDENT PETER: I believe if we are to appoint delegates to attend this conference, they should be distinctly instructed. I agree with Mr. Kline. I would hesitate to appoint a delegation to attend such a conference without knowing the sentiment of the members of the Association on the subject.

MR. HALL: In the report of the Board of Control on the report of the Secretary, we will bring in a recommendation that such a delegation be appointed.

MR. HOVER: Will that carry with it the recommendations of this body, so that the delegates will know what the Association stands for?

PRESIDENT PETER: That question will come up on the report of the Board of Control in connection with the report of the Secretary, on the appointment of this delegation.

The next business will be the report of the Board of Control on the report of the Special Committee of Commercial Travelers.

Mr. Hall presented the following report :

REPORT OF BOARD OF CONTROL ON REPORT OF
SPECIAL COMMITTEE OF COMMERCIAL
TRAVELERS

The Chairman of this Committee is entitled to a great deal of credit for the original and very interesting paper which he has submitted. It shows that he has given much careful thought to his subject, and he has brought out in an entertaining way many phases of the traveler's life which have not heretofore been presented. The statistics which he has taken the trouble to secure and compile are unusually interesting, and serve to emphasize the importance of the commercial traveler as an essential feature of modern business life.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Special Committee of Commercial Travelers. What action will you take in regard to this report?

DR. R. V. PIERCE: I move the adoption of the report.
(Motion seconded and carried.)

PRESIDENT PETER: The next business will be the report of the Board of Control on the report of the Special Committee on Paris Green.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON PARIS GREEN

It is very gratifying that the efforts of the Committee on Paris Green resulted in the manufacturers adopting means by which the interests of the jobbers were protected to some extent during the past year. It is earnestly hoped that the good work will

go on, and that the incoming Committee may be successful in persuading manufacturers to place this important article on the rebate plan. If it should be found impracticable to secure the adoption of this plan by the manufacturers, we recommend that the incoming Committee be requested to urge the manufacturers to establish a schedule of prices which will be more satisfactory to the wholesale trade.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Special Committee on Paris Green. What action will you take on this report?

MR. M. N. KLINE: I move that the report be adopted.
(Motion seconded and carried.)

PRESIDENT PETER: The next business will be the report of the Board of Control on the report of the Special Committee on Suits Against Members.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON SUITS AGAINST MEMBERS

This report shows that this Committee has not been idle during the year. Our Association is to be congratulated on having such an able Committee and on having for its Chairman one who has served so long as head of the Proprietary Committee, and who knows so thoroughly the history of our Association and is so well informed on all cases at law.

We would recommend that the same Committee be continued until our enemies learn that this Association is built upon a

strong foundation and that we "builded better than they (the enemy) knew."

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the Special Committee on Suits Against Members. What action will you take in regard to the report?

MR. E. D. TAYLOR: I move that the report be adopted.

DR. WM. JAY SCHIEFFELIN: In the report of the Committee there was something said about a guaranty fund.

MR. HALL: I do not know that there was any recommendation or suggestion. It simply called the attention of the members to the fact that the members might be called on for a guaranty fund that they have already subscribed.

MR. M. N. KLINE: The only object I had in calling attention to that was to refer to the guaranty fund which is in the hands of the Treasurer, and to advise the members who subscribed to the fund not to be surprised if they found during the coming year that the fund was needed and would be called for.

(Mr. Taylor's motion was seconded and the report adopted.)

MR. HALL: There are some further reports from the Board of Control on reports of committees yet remaining to be presented, and we would like leave to present those to-morrow.

PRESIDENT PETER: We will give the Board of Control permission to bring in further reports at the meeting tomorrow morning.

SUPPLEMENTARY REPORT OF COMMITTEE ON MEMBERSHIP

MR. E. D. TAYLOR: In the absence of the Chairman of the Membership Committee, I present the application of the American Soda Fountain Company, of Boston, Mass., for associate membership.

PRESIDENT PETER: The application will be posted for twenty-four hours, and it will then be in order to take action upon it.

We will now proceed to the election of officers.

ELECTION OF OFFICERS

The Secretary read the list of candidates presented by the Committee on Nominations, as follows:

For President—Lucien B. Hall, Cleveland, Ohio.
For First Vice-President—William Jay Schieffelin, New York.
For Second Vice-President—J. B. Riley, Macon, Ga.
For Third Vice-President—Charles C. Goodwin, Boston, Mass.
For Fourth Vice-President—L. D. Sale, Los Angeles, Cal.
For Fifth Vice-President—W. T. Harper, Jr., Ottumwa, Iowa.
For Secretary—Joseph E. Toms, Indianapolis, Ind.
For Treasurer—Samuel E. Strong, Cleveland, Ohio.
For Board of Control—

Fred L. Carter, Boston, Mass., Chairman;
A. D. Parker, New Orleans, La.;
W. J. Mooney, Indianapolis, Ind.;
Charles Gibson, Albany, N. Y.;
Thomas F. Van Natta, St. Joseph, Mo.

PRESIDENT PETER: Gentlemen, what action do you take respecting the report of the Committee on Nominations?

MR. M. N. KLINE: I move that the Secretary be authorized to deposit an affirmative ballot for the officers named.

(Motion seconded and carried.)

SECRETARY TOMS: As instructed, I cast the ballot of the Association for the nominees recommended by the Committee on Nominations.

PRESIDENT PETER: The candidates proposed by the Committee on Nominations have just been duly elected the officers of the Association for the ensuing year.

We will now take up the report of the Committee on Time and Place of Next Meeting.

SELECTION OF WASHINGTON AS PLACE OF NEXT MEETING

SECRETARY TOMS: The Committee on Time and Place of Next Meeting unanimously recommend that the next meeting be held in the city of Washington, D. C., the date to be decided by the Committee on Arrangements.

MR. F. A. FAXON: I move the adoption of the report of the Committee on Time and Place of Next Meeting.

(Motion seconded and carried.)

ELECTION OF CHAIRMAN AND VICE-CHAIRMAN OF PROPRIETARY COMMITTEE

PRESIDENT PETER: We have important officers to elect: the Chairman and the Vice-Chairman of the Proprietary Committee. Nominations are in order.

MR. M. N. KLINE: Should not the Committee on Nominations have nominated candidates for these offices?

MR. F. A. FAXON: I want to correct the idea that the nomination of the Chairman and Vice-Chairman of the Proprietary Committee was any part of the duty of the Committee on Nominations; but it certainly does give me a great deal of pleasure to rise on this occasion and offer in nomination for Chairman of this Committee a man who has been tried and not found wanting in a single instance; who has been, I may say with becoming modesty, a fitting successor of his predecessors, and has made himself so useful that we do not feel the time has yet come when we can spare him from the work. I take a great deal of pleasure in placing in nomination my friend, your friend and our friend, Mr. John N. Carey, of Indianapolis.

MR. C. F. SHOEMAKER: I feel I can say with pleasure, and likewise feel it incumbent upon me to say right now, that I can add my testimony as to the worthiness of the candidate proposed for this office, compared with his predecessors, and it is a matter of great pleasure to me to second the nomination. My only regret, however, is that my esteemed friend from Kansas City failed to adorn the speech of nomination with the flow of eloquence which

naturally belongs to him. I remember when I was nominated for the position of Chairman of the Proprietary Committee the words which Mr. Faxon was pleased to utter were peculiarly ornate in character and made a deep impression upon me. He described his sensations when he first received his election as Chairman of the Proprietary Committee; how he came along, and the trees were green, the brooks murmured, all nature was joyous, but when he was on his return trip the frost had turned the leaves, the brooks no longer murmured, and everything was sad and gloomy. For fear our esteemed friend Mr. Carey will suffer on the sentimental side from the absence of these words by Mr. Faxon, I supply them on this occasion and have done so with much pleasure.

MR. M. N. KLINE: It is incumbent on us old fellows who have retired to take this matter up seriatim, and all I want to add, in thirding the nomination, is to say that Mr. Faxon knows, when he tackles a problem, where his language will not do it justice. When he enters upon the nomination of a candidate for the office of Chairman of the Proprietary Committee he does not say very much, but he did refer to our Chairman as one who has been tried. I want to say that in a preliminary way he has been tried, but he has escaped jail. There are trials coming, however, two of them, but I am very heartily in favor of the re-election of Mr. Carey as Chairman of the Committee on Proprietary Goods, because he has had a smell of powder, and I know that he wants to go on with the fight, and the opportunity of a trial shall be more abundant in the future than it has been in the past. I am heartily in favor of the election of Mr. John N. Carey to the position of Chairman of the Proprietary Committee.

PRESIDENT PETER: Are there any other old fellows who have anything to say? [Laughter.]

MR. W. A. HOVER: I will have to break into this combination. I am not one of the old fellows who have heretofore rendered such excellent service in connection with the chairmanship of that committee, but I can speak of the excellent service which Mr. Carey has rendered. I therefore take great pleasure in fourthing the nomination, and moving you that the nominations be closed and Mr. Carey be elected by acclamation.

(The motion was seconded and carried, Mr. Carey being elected by a unanimous vote.)

MR. C. F. SHOEMAKER: I believe at this stage of the proceedings it is incumbent on the newly elected officer to make a few remarks, in the nature of thanksgiving. I see no reason why continued occupancy of this office should debar him from that pleasure.

MR. CAREY: Mr. Shoemaker suggests that the Chairman of the Proprietary Committee should express his thanks. He knows what I have to be thankful for. I do not think it is incumbent on me to make a speech at the present time, especially as our newly elected President, Mr. Hall, was not called upon, and it would be immodest in the chairman of one of your insignificant committees to make a speech. I thank you, gentlemen.

PRESIDENT PETER: We will now elect the Vice-Chairman of the Proprietary Committee.

MR. M. N. KLINE: I rise to nominate Mr. Frank E.

Holliday for the position of Vice-Chairman of this Committee. I think Mr. Carey has a great deal to be thankful for in having the assistance of Mr. Holliday. When I was Chairman of the Committee I did the work myself, but now he farms out a good deal of it to the Vice-Chairman, and all he has to do is the executive part of it, which he does exceedingly well. I believe the other part of the work has also been done exceedingly well. I feel we are all to be congratulated on the services performed, not only by Mr. Holliday, whom I am now nominating, but Mr. Toms as well, two exceedingly efficient men in their respective positions, who are alive to the interests of our members at all times. I think they deserve to be mentioned in the most complimentary terms in connection with the work which they are performing. I think the Association is exceedingly fortunate in having so efficient men to serve them.

MR. JOHN N. CAREY: I think it is my time to make a speech. I would that I had the eloquence of our friend from the raging Kaw to express to you how much I appreciate the services of both Mr. Holliday and Mr. Toms. They are the right men in the right places. I think you would have difficulty in finding a Chairman for your Committee without such help as you have kindly given to your Chairman, and I most heartily second the nomination of Mr. Holliday.

MR. C. F. SHOEMAKER: I do not know whether it is the right thing for Philadelphia to absorb so large a part of the time of the convention. I feel that I am specially fitted to come in thirdly on this nomination, because I have had experience in the office of Chairman of the Proprie-

tary Committee, and my experience has been a little more recent than that of my esteemed colleague from Philadelphia. Those familiar with biblical subjects—and this does not refer to the President—know that a celebrated personage in the Bible once said: “For I am a man of authority; I say to one, Come, and he cometh; and I say to another, Go, and he goeth.” I agree with my esteemed friend from Philadelphia that it is not only a benefit, but likewise a great privilege, that the Chairman of our Proprietary Committee has an assistant of this kind, an assistant who not only goes forth, but likewise comes back with the desired results. My experience with the candidate is that he is unusually successful in accomplishing that which he seeks to attain. I am quite glad, with the previous speakers, to include Mr. Toms in these laudatory remarks, because I am deeply sensible of my obligation to both of these gentlemen. I am saying this now very seriously and with the deepest kind of feeling, because it represents my true sentiments.

MR. L. B. HALL: I think our Association is very fortunate in having two such able men to serve it. One inducement for my taking the Presidency of the Association was the fact that these men would do all the work. I heartily indorse all that has been said regarding Mr. Holliday and Mr. Toms.

MR. KLINE: I move that the Secretary be authorized to cast an affirmative ballot electing Mr. Frank E. Holliday as Vice-Chairman of the Proprietary Committee. (Motion seconded and carried.)

SECRETARY TOMS: I cast the ballot of the Association

for Mr. F. E. Holliday as Vice-Chairman of the Proprietary Committee.

COMMITTEE ON THANKS TO ENTERTAINMENT COMMITTEE

MR. F. A. FAXON: I move that a committee be appointed by the President to prepare resolutions thanking the Entertainment Committee for the splendid entertainment provided for the members at this meeting. (Motion seconded and carried.)

PRESIDENT PETER: I will appoint the following named gentlemen as such committee: Mr. C. F. Weller, of Omaha, Mr. J. A. Gilman, of Boston, and Mr. A. B. Stewart, of Seattle.

On motion the convention adjourned until Thursday morning.

FIFTH SESSION

THURSDAY MORNING, OCTOBER 5.

President Peter called the meeting to order at 10:40 o'clock.

Secretary Toms read the minutes of the last session, which were duly approved.

PRESIDENT PETER: The business before the meeting this morning will be the continuation of the reception of the reports from the Board of Control.

Mr. Lucien B. Hall, Chairman of the Board of Control, said:

Mr. President—The Board of Control would submit the following report on the report of the special Committee on Pharmaceuticals and Plasters:

REPORT OF BOARD OF CONTROL ON PHARMACEUTICALS AND PLASTERS

Your Board considers the question of the sale of pharmaceuticals one of the most serious problems with which our members have to contend. As one of the Presidents of the United States once said, "It is not a theory, but a condition, that confronts us."

This Committee has made a very clear and comprehensive report, and the board is in full accord with the sentiments expressed therein; and as this subject is one that should be taken up immediately, we would recommend that a strong committee be appointed as soon as possible by the incoming President, and that such committee immediately, or at the earliest date possible, request a meeting with leading manufacturers of pharmaceuticals and make such arrangement as will protect the jobbers in the sale of their goods.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the report of the special Committee on Pharmaceuticals and Plasters. What action will you take with regard to it?

MR. W. A. HOVER: I move that the report be adopted. (Seconded and carried.)

PRESIDENT PETER: We will now receive the report of the Board of Control on the Secretary's report.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON SECRETARY'S
REPORT

The report of our Secretary is always interesting, as it reviews the work of our Association for the year, and from the amount of work accomplished we can feel sure he has not been idle. The Board wishes to compliment him on the complete and thorough manner in which the proceedings of the New Orleans meeting were published. It certainly is a volume which reflects credit upon our Association.

The publishing of the names of the different Chairmen of the Proprietary Committee from the beginning of the organization is an additional feature of interest.

The fact that our Association is growing in number as well as in strength, as reported by our Secretary, is very gratifying.

The Board would recommend that three delegates be appointed by the President to attend the Interstate Commerce Law Convention, which meets in Chicago, October 26, 1905.

PRESIDENT PETER: Gentlemen, you have heard the report of the Board of Control on the Secretary's report. What action will you take upon it?

MR. C. S. LITTELL: I move that the report be adopted. (Motion seconded and carried.)

MR. W. A. HOVER: In connection with the report just presented by the Board of Control, I ask if it is the sense of this organization that the delegates to the Interstate Commerce Law Convention are to be instructed? I think they should be instructed on some definite lines. We would like to know how the delegation is to stand on the questions which will be brought up at the convention.

PRESIDENT PETER: If you desire to give the delegates instructions, such instructions would have to be put in the form of an amendment to the report of the Board of Control. The report of the Board of Control has just been adopted, and it would be necessary to reconsider that report if any further action is to be taken regarding it.

MR. HOVER: As I voted in the affirmative, Mr. President, I move to reconsider the report of the Board of Control on the report of the Secretary. (Motion seconded and carried.)

PRESIDENT PETER: The report of the Board of Control on the report of the Secretary is now before you, gentlemen, for action.

MR. HOVER: I move an amendment to the report of the Board of Control on the Secretary's report, to the effect that the delegates to the Interstate Commerce Law Convention be instructed by this body to take such action as may be necessary in line with the recommendation of the President of the United States, namely, that additional powers shall be granted the Interstate Commerce Commission to the extent, at least, of their being able to enforce their rulings when called upon to decide a case as between the shipper on the one hand and the transportation companies on the other hand.

PRESIDENT PETER: The question now, gentlemen, is on the amendment presented by Mr. Hoyer.

MR. FRANK A. FAXON: I do not feel as if I should remain silent and not offer a protest in regard to this

amendment, because our Commercial Club in Kansas City is very much opposed to this bill, which is now pending in Congress. We have had delegations attend the meetings at Washington of the Senatorial Committee which has this bill in charge, protesting against the bill, because we believe it is simply a physical impossibility for any board of Interstate Commerce Commissioners to make all the rate sheets in this country. It was stated yesterday at this meeting that it was not the purpose of the Commission to do that. Well, if it is not, that statement was not denied in Washington, because I was there several days myself, and all of the protests were based upon that proposition, that it would effectually give the Interstate Commerce Commission the power of making rates, and the Senatorial Committee in no case denied it. I think that is what the bill provides—that the Interstate Commerce Commission shall have full charge of the rate making, and when you think of the thousands of tariff sheets issued by every large railroad in the country in the course of a year you can see what an enormous duty it will be for these people to perform. The position in Kansas City is that while we are suffering, as every other city is, I suppose, on account of freight discriminations and unsatisfactory rates, at the same time we believe there that we can handle the situation ourselves, and we propose, if permitted to do so, to deal with the railroads ourselves and not delegate this work to a body of men who are not posted in this character of work. While I have no particular objection to this Association sending delegates to the convention in question, as it seems disposed to do, as I judge from what I have heard in the way of discussion, I want to declare myself as being opposed to sending delegates to the convention with instructions in favor of the

proposition as presented. I think it is proper we should send delegates there to keep track of what is going on, keep posted and keep in touch with the movement, but I very much oppose sending an instructed delegation.

MR. CHARLES S. MARTIN: I occupy a similar position to that of Mr. Faxon in this matter, being connected with the Transportation Committee of the Chamber of Commerce of Nashville, which is also on record as being opposed to this legislation. We have had experience with this question for the last fifteen years in Nashville. Mr. Shoemaker said yesterday that all the work of such a Commission was at all times to lower rates, but our experience in Nashville is to the contrary. Some fifteen years ago a competitive city brought a matter before the Interstate Commerce Commission seeking to advance the eastern rate to Nashville. The Commission decided that the contention of our competitors was correct, and they ordered the rate advanced. We successfully contested the case before the United States courts. The work of such courts is of course necessarily slow, so in the case I refer to, after twelve years the court came to a decision a few years ago, and we gained our suit over the opinion of the Interstate Commerce Commission. We therefore feel that it would be very ungrateful on our part now to take a different position, but that just shows that there are always two sides to every question, and I should oppose the instruction of this delegation, certainly in an off-hand manner.

I think the matter should be referred back to the Board of Control, to give the subject their further consideration and bring in such a recommendation covering the matter that our position may not be misunderstood by those who

are not present, and who may read the report of our action. I think it is a very important matter, and if this delegation is to be instructed, the wording of the amendment and the instructions based thereupon should be thoroughly digested and carefully expressed.

MR. L. B. HALL: This delegation would go to the convention as shippers and not as railroad men, and I think we can hardly, in the short time we have here—and that was the way that the Board felt—decide just what we want to do in the way of giving instructions to our delegates. They are interested as shippers, and certainly they can represent our Association. There are a number of laws and bills relating to this subject. I do not know to which one Mr. Faxon referred.

MR. FAXON: I referred to the Townsend bill, which has just passed the House.

MR. HALL: I understand that that is one of the Interstate Commerce Law Convention's bills.

MR. FAXON: That is what they will meet to consider.

MR. HALL: At the meeting which was held in St. Louis last year a very strong effort was made to have some law passed so that the Interstate Commerce Commission would have certain powers in regard to regulating these matters which it does not now possess. It was claimed that it was a farce to have the matter in its present shape; that the Interstate Commerce Commission was simply an information bureau, as it were, and that the Commission was ineffective because it had no power to enforce its rulings.

I should think, Mr. President and gentlemen, that we could trust our delegation to work for the interests of our Association, and I would not be in favor of giving them specific instructions until we knew exactly what the convention in question aimed to accomplish.

MR. FAXON: I believe the Elkins bill, if enforced, would cover the case and cure these evils. The Elkins bill has not really been tried. It seems to me we have legislation enough, but it has not been made effective, as it probably could be and should be.

MR. M. N. KLINE: I came in late and have not heard all the discussion. I do know that I disagree with Mr. Faxon in some respects and agree with him in others. I do not believe we should send our delegates instructed. I do not think we should tie their hands. As Mr. Hall said, I think delegates from this body can be trusted to represent the shippers. That is probably all I should say in speaking on the amendment presented by Mr. Hover, but I wish to add that I disagree with Mr. Faxon absolutely as to the conclusion that the President may be all wrong, and that the rate-making power is to be conferred on a body of men who do not know all about it, and that sort of thing. I would not like to ask Mr. Faxon how largely the Commercial Club of Kansas City is influenced by railroad interests. It may be that it is not so influenced at all. I do know, however, that the deliberations of some commercial clubs all over the country are largely influenced by the railroad interests. This question is discussed by a number of commercial bodies representing, as they claim, the interests of the shippers, but as a matter of fact the action is influenced by the railroad companies,

so that I am not always quite sure as to the actual influence behind the adoption of resolutions by commercial bodies. I do not, however, think we should send our delegates instructed, as is contemplated by the amendment which is offered by Mr. Hover. I think we should simply send delegates to the convention to represent us in a general way and receive the report of such delegates as to what is intended to be accomplished by the Interstate Commerce Law Convention, and then give our delegates positive instructions as to whether we will or will not join in the movement which they propose.

MR. W. A. HOVER: I agree to some extent with what has been said in the matter of our delegates representing the shippers. I agree fully that this delegation should represent the shippers. It is apparent, however, that the interests of the shippers are divided on this question to an extent, at least. The shippers in some centers favor legislation of this kind, while the shippers in other centers do not favor legislation of this kind, and the question is, what is the sentiment of the shippers as represented by this body? The delegation may represent the majority of the shippers affiliated with this Association, or they may not, and the only way you can determine whether they do or not is by sending them with instructions or not sending them with instructions.

As Mr. Faxon says, the Commercial Club of Kansas City sent a delegation to the Senate Investigating Committee, and testified adversely to extending the powers of the Interstate Commerce Commission as contemplated. San Francisco did likewise; but any one who knows the commercial advantage of Kansas City in the entire southwest, and any one who knows the commercial advantage

of San Francisco for a long distance into the interior to the east understands exactly what the attitude of the shippers in those sections is in the matter. The shippers in the smaller places are those who are grossly discriminated against, and who are in favor of this legislation, and properly so, too. I listened for about three days to the testimony before the Senate Investigating Committee, and there was a studied effort on the part of the chairman and members of the committee to get just such testimony as Mr. Faxon described. The bulk of the testimony was on that line, but the bulk of the testimony was offered by the transportation companies themselves. It is only necessary to read the reports of the Senate Investigating Committee to see that that is the case.

PRESIDENT PETER: May I interrupt this discussion a moment?

MR. HOVER: Certainly.

PRESIDENT PETER: I do not know whether our members generally have seen the call for the meeting of the Interstate Commerce Law Convention to be held in Chicago this month, and I think it would be well for the Secretary to read that call.

Secretary Toms then read the following call for the meeting of the Interstate Commerce Law Convention:

CALL FOR INTERSTATE COMMERCE LAW CONVENTION IN CHICAGO, OCTOBER 26, 1905

MILWAUKEE, September 18, 1905.

A convention of delegates representing the various trade, industrial and producing interests of the country is hereby called, by the Executive Committee named in the heading of this sheet, to be held at the Auditorium Hotel, at Chicago, Ill., to meet at 10 o'clock A. M. on the 26th of October next, the sessions to continue probably into the following day. The basis of representation will be one delegate for every organization, composed of persons engaged in the pursuits above mentioned, of one hundred members or less, and an additional delegate for each additional two hundred members or major part in excess thereof.

The object of the convention is to impress upon Congress the extent and persistence of the demand of the people of all parts of the country outlined in the President's last annual message to Congress in the following language:

"The Interstate Commerce Commission should be vested with the power, where a given rate has been challenged and after full hearing found to be unreasonable, to decide, subject to judicial review, what shall be a reasonable rate to take its place; the ruling of the Commission to take effect immediately and to obtain unless and until it is reversed by the court of review."

In his address at Chautauqua, N. Y., on the 11th of August last, the President declared his belief in the immediate necessity for legislation "conferring upon some branch of the executive government the power of effective action to remedy the abuses in connection with railway transportation."

The result of the effort to secure legislation of this character, continued during the past five years, seems likely to reach a determination at the coming session of Congress. The importance of such a demonstration of the public interest in the legislation at this time as will be effective in its influence upon Congress can not be over-estimated, and it is hoped that the opportunity

presented by the convention for this purpose will be utilized by the sending of delegates thereto by every organization desirous of the enactment of such legislation.

The railway interest is unitedly opposed to any legislation restricting its absolute control of railway rates, and the representatives of that interest throughout the country are not only exerting their utmost influence with Congress to prevent legislation in this direction, but are making strenuous efforts to suppress expression of sentiment in its favor on the part of commercial organizations, and also, by perverting the intent and purpose of the legislation, to incite opposition thereto on the part of such organizations. Hence, it is necessary for the friends of the legislation to avail themselves of every means of making their influence felt where it will have effect in bringing about its enactment.

The names and addresses of delegates appointed to the convention should be forwarded promptly to the undersigned at Milwaukee, Wis.

Truly yours,

E. P. BACON, *Chairman.*

PRESIDENT PETER: The Chair understands from that, if we send delegates to that convention, we send them for one purpose only, so that it will not be necessary to instruct them.

MR. HOVER: I do not see that that follows. They may oppose the contemplated action. They go as delegates from this Association, and they may oppose the action which is contemplated to be taken at the convention. That is simply a call to take it up for consideration—to consider the question on these lines—and they may oppose it.

PRESIDENT PETER: They would not be heard. The convention is called for the purpose of endorsing the legis-

lation outlined in the President's last annual message to Congress.

MR. HOVER: They may oppose it.

PRESIDENT PETER: I do not believe they would be recognized if they were sent to the Convention to oppose the contemplated action. However, the whole question is in the hands of this meeting.

MR. W. J. MOONEY: Mr. President, I want to say that your decision is correct on that proposition, because I have had some experience with other organizations which appointed delegates to this Convention, and they have received their endorsement as delegates provided they were in accord with the movement. The Convention is simply to endorse the movement which has been put on foot to secure the proposed legislation, and that is what is expected to be accomplished by the meeting to be held at Chicago.

MR. GEORGE J. SEABURY: If a delegation is sent to the convention by this Association it should be charged with certain instructions and not go there without a motive. I think that is the point Mr. Hover wants to raise. You want to go there with a motive, and not without one. I think a further practical point to make in connection with this delegation is that the Association should charge them with certain things to plead for, whether for or against the proposed action. The delegates should be instructed as to the course that they are to pursue. I am in favor of the amendment.

MR. M. W. STEWART: It seems to me that the question arises as to whether we care to send representatives to this meeting. If we do propose to send them then they must go there instructed to work for the legislation proposed by President Roosevelt. Am I not right?

PRESIDENT PETER: That is my idea.

MR. SEABURY: That does not follow.

MR. STEWART: The question arises, does this body desire to send representatives to that meeting? If we do, they should go instructed to work for the passage of some legislation in line with the recommendation of President Roosevelt.

MR. M. N. KLINE: After hearing the discussion and hearing the reading of the call for the convention I will withdraw my objection to Mr. Hover's motion. The action which we take this morning will be interpreted in one of two ways. Are we going to stand for the interests of the shippers of the country or are we going to be quoted as hesitating to stand for the interests of the shippers of the country? There are only two sides to this question, yes or no; and no one could imagine any other interpretation being put upon our action. I trust that the gentlemen in voting will bear that in mind. We can not get away from it. I know that I am talking plainly, but it is action which calls for something decided on the part of the shippers. We have against us the most powerful interests in this country, interests which are so powerful and so influential that they somehow—I do not know how—influence commercial bodies all over this country to

stand in with them. I can not imagine why, but it is so, and I say that we should not let this organization be one of them. (Applause.)

MR. F. A. FAXON: I rise a second time simply to reply to the intimation of Mr. Kline that I came here as a railroad man. Railroad men do not pay three cents a mile from Kansas City to New York, although it is worth more than three cents a mile to me at any time to come to New York. At one time we had a local railway magnate in our city connected with the street railways, and he used to get along well with the City Council; and his creed was, as he expressed it, that it was "easier and cheaper to jine 'em than to fight 'em." I want Mr. Kline and others to understand that the Commercial Club in Kansas City has not "jined" with the railroads. We are opposing them and fighting them, and have reason to do so. As Mr. Kline well says, the railroad organizations of this country are most oppressive, and they oppress us in Kansas City, and we are not hand in glove with them by any means. We have no reason to be. They work us whenever they get a chance, and are trying to work us most of the time.

When our great flood came, and, as you know, filled all of West Kansas City with water from seven to seventeen feet deep, all of our merchants in that section had many goods put in the cars the night before, and there was a large quantity of goods which had come into the city from the East during the two or three preceding days, and we had to stand the losses in both directions. In making claims against the railroads for loss of goods shipped by us and transported to us they made the contention—and it proved conclusive, as we got no relief in the courts—that the flood was an act of God. Our friends in the various

parts of the country could not see why they should lose the goods, as it was not their flood, and they had nothing to do with it, and the railroads would not pay us, as it was an act of God, so we footed the bill, and had it going and coming. We do not have any benevolent feeling for the railroads in that section of the country at all. We do believe, however, that the bill before Congress is a complicated measure and will be so burdensome in the carrying out of its provisions that it will not prove to furnish the relief which we need. As far as the recommendations of President Roosevelt go, I think I am with him in pretty nearly everything he does. He makes as few mistakes as any man I know of. In Missouri we have only one party now, and that is the Roosevelt party, but even President Roosevelt may make a mistake. While I am with him in his intention to do something to relieve the people of this country from the burdens of railroad exactions and oppressions, I do not believe the bill under consideration is what we want. We believe the Elkins bill will cover the case, and we in Kansas City have taken the action we have, and we will try to get along under the legislation we have. I think it is eminently proper that we should send a delegation to be present at the discussions in this convention and keep the Association in touch with what is done, but I do not think we should instruct the delegation.

MR. C. E. POTTS: I do not think anything can possibly come up before this convention of greater importance than this subject. The fact is that we are very greatly discriminated against by the railroads. I can not help but interpret this call as one that shall not necessarily be binding on the delegates to carry out President Roosevelt's

suggestions made in his message, but as a call for delegates to the convention to take up the matter in the interests of the shippers, and if possible correct those inequalities and unjust discriminations that are continually being felt by the shippers of the country. While I have not given the matter very much study, at the same time it seems possible to my mind that the suggestions and recommendations made by Judge Grosscup may be acted on, and that instead of the convention recommending that power be given to the Interstate Commerce Commission, that a new commission may be formed by an act of Congress that would delegate powers to them that would be in the line of equal justice to the shippers and the railroads. That we are severely oppressed by the railroads of the country at the present time is apparent to all shippers. I am heartily in favor of Mr. Hover's amendment that we should send our delegates with instructions, so that the influence of this Association shall be felt at the convention in Chicago. Inasmuch as the United States Senate controls the railroad problem in this country, public sentiment should be created in every manner possible.

MR. A. B. STEWART: The call for the convention is very clear and states the precise object sought. There is a general impression that the commission is going to make rates for the railroads—in other words, make a schedule on which they must carry freight. If that were true there would be a general howl go up. The delegation that we send to that meeting certainly should go instructed to carry out the objects embraced in the call for the convention, and I can see no reason why Mr. Hover's amendment should not be adopted.

MR. HOVER: Pardon me for a word or two more. I can not too forcibly or persistently call attention to the point made by Mr. Faxon, which has been circulated continuously by the railroad companies, that it was the intention of this legislation to confer rate-making powers, tariff-making powers, on the Interstate Commerce Commission. I think there is nothing further from the minds of the advocates of this law than that one thing. It is a physical impossibility for one set of men or for any dozen sets of men to undertake measures of that kind. It can not be done.

MR. FAXON: Why do you suppose it is that the Senatorial Committee did not explain that to the protestants?

MR. HOVER: Nearly all of them are railroad attorneys. They have used that as a subterfuge, a subterfuge only, and it is evident in reading their reports and the rulings of the committee and the testimony offered that the intent is to mislead the public on that point. The fact has been mentioned here, and it has been brought up in this testimony, and Mr. Faxon referred to it, that we have laws now that will amply cover all cases of discrimination. It is true that we have laws now that if persisted in long enough, and if a man has money enough to follow it out, he may in the course of fifty years get the relief asked for; but he can not get it in an ordinary lifetime. All in the world you can do under the present laws is to bring up a specific case and obtain a finding in the Supreme Court on that specific case, and all that will do will determine whether or not your contention is a just one or an unjust one. If your contention is a just one the railroad companies will then take such action as

they please which will comply with the ruling of the commission, but by no means will such action, as a rule, afford the relief asked for. You have got to do the business all over again in similar cases. The court can only in its decision rule that the contention of discrimination is well taken, but can not say what the new rates which shall be put into effect shall be. I hope the amendment will prevail.

The question was put on the amendment and it was unanimously adopted.

PRESIDENT PETER: We will now receive the report of the Board of Control on the report of the Committee on Legislation.

Mr. Hall presented the following report:

REPORT OF BOARD OF CONTROL ON LEGISLATION

Although this Committee has reported that nothing has been consummated in the direction of alcohol legislation, the board feels that this Committee has all matters of legislation so thoroughly in hand that the interests of the wholesalers will be well cared for. The thanks of our Association are certainly due this Committee for the care and labor they have given to matters of legislation.

The board recommends the following resolutions:

(1) Resolved, That the Committee on Legislation be instructed to continue the work in favor of the passage of the three alcohol measures pending, namely: (a) reducing the internal revenue tax from \$1.10 to 70 cents per gallon; (b) providing for the refund of the internal revenue tax on alcohol used in articles

exported; (c) providing for untaxed denaturized alcohol for use in the arts and manufacturing.

(2) Resolved, That the Committee be instructed to favor the passage of a pure food law if drawn, so far as its reference to drugs is concerned, upon the lines of the Hepburn bill passed by the House of Representatives at its last session.

(3) Resolved, That we suggest that the President be authorized, if he shall deem it desirable, to appoint a sub-committee of three to co-operate with committees of the American Pharmaceutical Association, the Proprietary Association of America and the National Association of Retail Druggists in matters of legislation affecting the entire drug trade, and to devise some plan to meet any reasonable demand for legislation with reference to the sale of dangerous drugs.

(4) Resolved, That while this Association cordially approves the object of the Commissioner of Internal Revenue in his ruling under which articles prepared and sold under the guise of medicines, but really used as beverages, shall subject dealers in such articles to liability to pay the internal revenue tax, we respectfully urge a change in so much of this ruling contained in circular No. 673 as places upon the dealer the responsibility of deciding which articles come under this ruling, and suggest that the commissioner should, after a full or partial examination, give public notice through the usual channels of which articles come under this ruling.

(5) Resolved, That our Committee on Legislation be instructed to oppose any movement looking to a reimposition of the obnoxious stamp tax which has heretofore only been resorted to as a war measure, and was only tolerated as such so long as the necessity to defray war expenses existed. Our branch of trade is already paying more than its share of taxes through the necessity of using alcohol so heavily taxed, and should not be singled out for the imposition upon it of further burdens.

PRESIDENT PETER: Gentlemen, you have heard the re-

port of the Board of Control on the report of the Committee on Legislation. What action will you take upon it?

MR. HOVER: I move that the report be adopted. (Motion seconded and carried.)

MR. HALL: The Board of Control presents the following in connection with the communication received from the National Hardware Association:

REPORT OF BOARD OF CONTROL ON COMMUNICATION FROM NATIONAL HARDWARE ASSOCIATION FAVORING ONE-CENT LETTER POSTAGE

The communication from the Chairman of the Postal Committee of the National Hardware Association has been considered by the Board of Control, and we heartily recommend the following resolution:

Resolved, That we recommend that the various trade bodies and the commercial organizations throughout the country make strenuous efforts to induce Congress to enact a bill providing for one-cent letter postage.

PRESIDENT PETER: Gentlemen, you have heard the recommendation of the Board of Control with reference to one-cent letter postage. What action will you take in regard to it?

MR. E. D. TAYLOR: I move that the report be approved. (Motion seconded and carried.)

REPORT OF COMMITTEE ON LEGISLATION ON COMMUNICATIONS FROM AFFILIATED PRESIDENTS AND SECRETARIES OF COMMERCIAL AND TRADE ORGANIZATIONS

MR. M. N. KLINE: I hardly think it is necessary for the Board of Control to thank the Committee on Legislation for having performed its duty. I want to make a supplemental report for the Committee on Legislation on the matters which were referred to the Committee, being several communications received from the Affiliated Presidents and Secretaries of Commercial and Trade Organizations.

There were three suggestions which came to our Committee. The first was in regard to one-cent letter postage. As we have seen, that subject is taken care of through the recommendation of the Board of Control, which has just been adopted.

The second communication is with reference to the parcels post and in reference to sending a telegram to the Postmaster General, asking him to absolutely rescind the order recently issued providing for the numbering of rural mail boxes and delivery of mail to said boxes by number. The members of the Committee do not know anything about the last proposition. The matter of the parcels post is a subject which no doubt will be before Congress at the coming session, and our recommendation in regard to that matter is that it be left in the hands of the Committee on Legislation, to take such action as they may see fit when the matter of the parcels post comes up for action by Congress. We do not know what this numbering of rural mail boxes means, and so we are not in a position to make a recommendation on that subject.

MR. F. A. FAXON: As I understand it, heretofore it has been necessary for the large mail order houses to secure at a great deal of trouble the names of the farmers in the rural districts, and now they can start a package, simply directing it to Rural Box No. 10, for example, R. F. D. No. 580, and it will be delivered there. They can send fifty parcels to Box No. 1, with postage on each parcel, and they can be divided around among the people who get mail on that route, without having their names on the package. I do not think that is a matter which should be encouraged.

MR. KLINE: We are indebted to Kansas City for information which none of the members have. It is perfectly relevant for the organization to take action on this recommendation in view of that information. We did not know what it was about. Their communication asks the co-operation of the Association on this subject and that of a parcels post. We prefer the parcels post matter should be left in the hands of the Legislative Committee.

Their third recommendation is as follows:

Recognizing that there is a mutuality of interest between the manufacturers, jobbers and retailers, and that their co-operation is necessary in order to insure the perpetuation of the present established system of trade distribution, we endorse conditions that are open business opportunities for the greatest number of individuals, and distribute trade over the widest possible area, thus avoiding centralization of trade and its attendants of evil. We believe that the future prosperity of the farm and factory is best served by encouraging this policy and shaping our united efforts to this end.

The Committee on Legislation recommends the endorse-

ment of the last resolution. We recommend that the organization itself act upon the question of wiring the Postmaster General, asking him to rescind the order recently issued providing for the numbering of rural mail boxes and delivery of mail to said boxes by number.

PRESIDENT PETER: Would it not be well to separate these?

MR. KLINE: We will present first the resolution upon which we desire action, in regard to the mutuality of interest between the manufacturers, jobbers and retailers, as just read.

On motion the resolution was adopted.

MR. KLINE: As I have said, the matter of one-cent letter postage has been passed upon through the report presented by the Board of Control. In regard to the parcels post, the Committee on Legislation would prefer to have that matter left in its hands in the present shape. That leaves simply the request in regard to sending a telegram to the Postmaster General asking him to absolutely rescind the order recently issued providing for the numbering of rural mail boxes and delivery of mail to said boxes by number. With the information given by Mr. Faxon, the Committee on Legislation believes that it is in a position to approve this recommendation. I have not had an opportunity of consulting with the other members of the Committee, but will make the recommendation for the consideration of the members that the Secretary send a telegram to the Postmaster General along the lines indicated.

MR. GEORGE J. SEABURY: I am surprised to think that

the member from Philadelphia would approve such a message on the ground just stated, as he is in favor of it. There are only two ways to look at it, one from a strictly economical point of view, and the other whether the members of this Association desire to promote the interests of the mail order houses. On the question of economy, as a means of saving expense, it is all right, but the question before this Association is whether they wish to promote the mail order system. In my judgment, the department store men are the authors of this plan. It is a question whether the scheme will meet the approval of the Postmaster General on economical grounds or commercial grounds; that is the point. I do not think the Association should take hasty action without thinking it over. There is a colored gentleman in the woodpile all right.

MR. F. E. HOLLIDAY: One more item of information which may be given in connection with this matter is that the Postoffice Department has already suspended this action. It is not in operation at this time. That is the reason why they use the word "rescind" in this recommendation. The pressure that was brought to bear upon the Postoffice Department by the retail trades organizations of the United States has caused the suspension of this order.

On motion, the recommendation of the Committee that the telegram be sent was adopted.

MR. M. N. KLINE: The alcohol question is a very large one, and a great deal has been written upon the subject. In February last I submitted a paper to a meeting of pharmacists, which was presented in my name, but which I can not claim as having altogether originated, which

contains, as I believe, valuable information on the subject of the alcohol situation throughout the world. I have about fifty copies of the "American Journal of Pharmacy," in which it was printed, and these copies will be placed at the disposal of the members if they care to read up on the subject. I will lay them on the Secretary's desk.

SUPPLEMENTARY REPORT OF COMMITTEE ON MEMBERSHIP

MR. C. F. CUTLER, Chairman of the Committee on Membership: Mr. President, I beg to present the application of Mr. A. S. Hinds, Portland, Me., for associate membership.

MR. W. A. HOVER: I move that the rules be suspended and that this applicant be elected to membership with the applicant proposed yesterday (the American Soda Fountain Co., Boston).

(Motion seconded and carried.)

ELECTION OF ADDITIONAL NEW MEMBERS

MR. C. F. SHOEMAKER: I move that the American Soda Fountain Company, of Boston, and A. S. Hinds, of Portland, Me., be elected to associate membership.

(Motion seconded and carried.)

PRESIDENT PETER: I declare these two applicants duly elected as associate members of this organization.

MR. M. N. KLINE: I would like to ask for information,

with regard to the Committee which was appointed to prepare resolutions upon the death of Mr. C. F. G. Meyer. I did not understand that we were to prepare them to submit to this meeting, and I have not done anything in the matter, and I should like to have instructions as to whether these resolutions shall be engrossed and a copy of them sent to the family of Mr. Meyer. We did that in the case of Mr. Kelly and Mr. Walker; the resolutions were engrossed and put in shape, and a copy presented to the respective families.

MR. W. A. HOVER: I move that the Committee be authorized to have the resolutions properly engrossed, when completed, and a copy sent to the family of the deceased member.

(Motion seconded and carried.)

RESOLUTION OF GEO. J. SEABURY IN FAVOR OF RESTORING AMERICAN MERCHANT MARINE

MR. GEORGE J. SEABURY: I desire to offer the following resolution:

Whereas, More than 95 per cent. of our imports, exports and passengers are transported under every other flag than the Stars and Stripes, the National Association of Wholesale Druggists and allied interests, in convention assembled in one of the world's greatest seaports,

Resolves, That for commerce in times of peace and for our military and naval forces in times of war, we ask Congress to restore to the nation an oversea merchant marine by the enactment of the bill drawn by the Congressional Shipping Commission, or one equally as effective.

MR. FRED L. CARTER: Do we know what that bill is? How can we vote on it if we do not know what the bill is? As I understand, everybody is anxious to have the American flag restored to our shipping, but the ideas of the means to accomplish this seem to be different in different parts of the country. In this case, if we pass this resolution, we are putting ourselves on record in regard to something that most of us, I take it, do not know anything about. We may be endorsing a subsidy plan, or a free ship plan, and I think we should know what we are endorsing before we take any action.

MR. GEORGE J. SEABURY: In the first place, I wish to say that I have been a pleader for the restoration of the American merchant marine for about twenty years, and I am proud of it on the ground that I am a member of the drug trade fraternity. We have statesmen as well as sound business men. Moreover, I have no financial interest in any form in shipbuilding. I never owned not even a nail in a vessel, nor would I accept a commission in the navy. I am happier on land.

The reasons in favor of this bill are so numerous that no one can stand on this floor and in five minutes give you a fair grasp of the situation why an American oversea merchant marine has not been rehabilitated. The underlying causes are the same as those that exist in the Interstate Commerce Act. It revolves around one solitary question. When we look at the merchants marine of other countries, like Great Britain, France and Germany, I do not think any man would be asked to give an explanation why the American merchant marine should not be restored. The National Shipping Commission is a commission appointed by Congress, and they have gone all

over the United States. They have taken the opinions of our men of affairs in commerce, in every branch of our interests, those who handle exports and imports, and they finally got the judgment of our shipbuilders why a merchant marine is not restored to us. This commission has placed the restorative principles for a new oversea merchant marine upon the same basis as that enjoyed by the shipbuilders and ship lines of every other country. It is simply a question of competition. While our wages are higher than they are in other countries, that is but one of the weak spokes in the entire merchant marine proposition. The other spokes, involving a number of questions, can be condensed in this statement—that of our exports and imports, which are bound to increase with ships to the world's seaports. They will increase 25 per cent. from the moment we have an adequate merchant marine. The profits on carrying American imports and exports are not much less than thirty to forty million dollars per annum, and Uncle Sam is entitled to that, because he furnishes the freights and passengers. That is all that there is in this bill, which the commission has drawn up to enable us to secure a reasonable and proper percentage of this traffic.

When we possess an adequate merchant marine we will circulate in this country nearly the whole of \$250,000,000 per annum that is spent in maintaining the service necessary on land and sea for our present exports, imports, passengers, mails, repairs and food products. The profits in shipping amount to from 15 to 20 per cent. net. It will be a new American industry. It is a patriotic measure and a most profitable investment for us and American commercial interests. I hope every member in this assemblage who has any pride in our country and in our

future maritime independence in peace and war will stand for this resolution in our efforts to restore an Oversea Merchant Marine under the Stars and Stripes. We have every facility for immediate operations.

MR. CARTER: I do not think there is any member here who does not wish to see the restoration of our flag to the commerce of the seas. The only point is how it shall be done. I ask how does the Senate commission undertake to do it, by means of a subsidy or by means of free ships? On that point there may be a difference among the members of the Association. The whole point of the whole question is how it shall be done, not that it shall be done, but *how* it shall be done. If we take a stand in favor of a bill about which we do not know anything, we may be taking a stand which our judgment would not approve if we knew more about it. I think it would be better for us not to take any action whatever.

MR. SEABURY: We can strike out the reference to the bill drawn by the Congressional Shipping Commission. I think that will meet the objection which Mr. Carter offers. They have been more than a year at work on it and have studied all the points, including mail rates, tonnage basis, and all that sort of thing. This is a matter for Congress to decide. I have a copy of the bill with me, and if you could read it and see the matter in the same light that I do, I think you would offer no objection. I will amend the resolution by striking out the reference to the bill drawn by the Congressional Shipping Commission, and simply make it relate to a bill for the restoration of the American merchant marine.

MR. CARTER: I move that so much of the resolution as refers to the bill drawn by the Congressional Shipping Commission be stricken out, and that we put ourselves on record as advocating the broad general proposition for the re-establishment of an American merchant marine.

(Motion seconded.)

The question on striking out the reference to the Congressional Shipping Commission bill was carried by a vote of 30 in favor to 14 against.

PRESIDENT PETER: The resolution as amended is before the convention for action.

MR. C. F. SHOEMAKER: I hope this motion will not pass in any shape. Supremacy on the sea is not secured by the passing of resolutions or the waving of flags. Supremacy on the sea is a matter of dollars and cents. The nation which can build its ships and man them most economically is the nation which will do the maritime business. It seems to me that to attempt to determine a question of this kind by resolution will be about as ineffectual as it would be to propose a law that no citizen of the United States shall be allowed to go abroad and spend his money there if he wants to. There are only two ways for the encouragement of an American marine service, and that is either by free ships or subsidies. The nations which have done the most along this line have done it with very little assistance in the way of subsidies. The very largest of the international steamship companies, outside of the recent combination, is the German line, which has achieved a wonderful record, and has built the most successful steamships afloat, with very little government assistance. It seems to me the American people

have spoken in no uncertain tone on the question of subsidies to shipbuilders. I am definitely opposed to the resolution.

MR. SEABURY: I make the assertion, without the fear of being contradicted by any man in this Association, or any other body, that the German-American line, the British lines, and the French lines, or any other commercial lines in the industrial nations, have been subsidized from the beginning until they were self-sustaining, and even now they are drawing revenue from the carrying of mail equal to a subsidy or gratuity or bonus.

I tell you if you will only give the American shipbuilder and his skilled shipwrights, and those engaged in shipbuilding on our lakes and on our coasts, a chance to construct an American merchant marine you will in a few years find it a great national industry. We ruled the merchant service once, and have lost it through foreign influences. In my opinion, the reason our shipping bills do not pass is that foreign influence is brought against them in the "Third House." There was a conspiracy during the Spanish-American war to prevent us from getting foreign ships in which to transport our soldiers to the Philippines and elsewhere; there was one man who prevented its success—it was the Emperor of Germany. Any Sherlock Holmes who will take the time to probe into the causes of failure will find my statements true. It is a commercial proposition. I think that is why they are so anxious at any expense or methods to perpetuate their own prosperity. I think it is about time that Uncle Sam carried his own exports and imports or passengers and mails under his own flag in an American-built and owned merchant marine.

The amended resolution was then adopted, as follows:

Whereas, More than 95 per cent. of our imports, exports and passengers are transported under every other flag than the Stars and Stripes, the National Association of Wholesale Druggists and allied interests, in convention assembled in one of the world's greatest seaports,

Resolves, That for commerce in times of peace and for our military and naval forces in times of war, we ask Congress to restore to the nation an oversea merchant marine by the enactment of an effective shipping bill.

RESOLUTION OF FRED L. CARTER CONCERNING WOOD ALCOHOL TERMS

MR. FRED L. CARTER: As is well known to most of the members of our Association, the difference between the price of five barrels of wood alcohol and one barrel of wood alcohol is a matter of 2.5 per cent., which represents the profit to the average jobber. It seems to me that this profit is altogether too small for handling a barrel of wood alcohol, and I offer the following resolution:

Resolved, That the Wood Products Company be earnestly requested to increase the difference in price between five barrels and one barrel lots of wood alcohol to at least 5 per cent., and that the President be requested to appoint a committee of one to present this resolution in person to the Wood Products Company.

My object in having a committee of one appointed is that at this time the head of the Wood Products Company is here, recently arrived from Europe. I think he can be seen, and the influence of this committeeman, backed by

the convention in session here at this time, might give our request more immediate attention.

COMMITTEE TO INTERVIEW MANUFACTURERS OF WOOD ALCOHOL

On motion, the resolution was adopted, and the President appointed Mr. Fred L. Carter as a committee of one to present the matter contained in the resolution to the Wood Products Company.

MR. C. S. MARTIN: In accordance with the regular program, there was held yesterday afternoon at 4 o'clock a meeting of the members of the local associations. A very interesting and, I believe, a very profitable meeting was held. So much interest was taken in the meeting, and so many matters came up for discussion which required more time than we anticipated, that it was unanimously agreed that we adjourn to meet to-day. At that time we hoped that this session would be a short one, and that we could get the use of this room at half past eleven o'clock this morning. We find this impossible, and I desire to announce that the adjourned meeting of the members of the local associations will be held in this room at 4 o'clock this afternoon.

ADOPTION OF AMENDMENT TO CONSTITUTION OF- FERED BY M. N. KLINE

PRESIDENT PETER: The next business in order is action on the amendment proposed by Mr. Kline yesterday.

SECRETARY TOMS: The amendment offered by Mr.

Kline was to Article VIII of the Constitution, which reads as follows :

“The Board of Control shall consist of five members, to whom all grievances or charges of violations of rules, made in writing, by any member of the Association, shall be referred. All reports made to the Association shall be referred to the said Board for consideration before final action.”

Mr. Kline's amendment is that the words “after opportunity has been given for discussion” shall be inserted in the last section of the article, so that said section will read as follows :

“All reports made to the Association shall, after opportunity has been given for discussion, be referred to the said Board for consideration before final action.”

MR. M. N. KLINE: This may look like an unnecessary action. The amendment is offered for the purpose of providing a little better method in the treatment of the reports received from our committees. The practice of all Presidents in recent years, including myself, has been when a report of a committee was presented to the Association, to make the statement “this report will be referred to the Board of Control.” Many matters of importance and some matters the members of the Association are not fully enlightened upon are treated in these reports. In my opinion our reports are the ablest which are presented to any body of business men which I have had the pleasure of meeting. They are immediately sent to the Board of Control. The Board has invariably acted wisely and intelligently upon them, but the resolutions of the Board do not come back for a day or two after the re-

ports are presented. Many of the members have then forgotten what was in the reports. My object is in offering the amendment that there should be an opportunity for asking questions and discussion at the time the report is read. I feel if this amendment is adopted it may be necessary for the Committee on Arrangements at the next meeting to provide an additional session; but I also feel that the members who come here for the purpose of participating in the proceedings, who may be prepared to discuss these reports when they are submitted to the meeting, should have an opportunity of doing so. So I hope we will insert these words and specifically say that the next President and all future Presidents, when a report is read, shall give an opportunity for discussion of reports immediately when they are presented.

MR. JOHN MCKESSON: This practice was in vogue previously, of giving opportunity for the discussion of every report as it was presented, and there were so many arguments and discussions it seemed as if the discussion would be interminable. At the same time, it is proper there should be an opportunity for discussion of these reports as they come up, and therefore I am in favor of Mr. Kline's amendment.

MR. A. B. STEWART: This is the second meeting I have attended and I have admired the rapidity and yet thoroughness with which the business has been conducted. The passage of this amendment will necessarily make two discussions on the same subject. I understand any member has a right to appear before the Board of Control and make arguments upon the reports presented, and if the Board of Control approves his ideas may be

embodied in their report. The members also have an opportunity of discussing the recommendations of the Board of Control, so that it seems to me the matter is sufficiently covered at the present time.

(Second Vice-President Stewart in the chair.)

PRESIDENT PETER: I am opposed to the amendment for this reason. Unless my memory is at fault, the present rule is simply a construction, and not a law. The constitution provides that all resolutions and papers shall go to the Board of Control before final action. There has been more than one occasion in this Association, not only when the time of meeting was consumed in the discussion of a paper, which discussion was fruitless and useless, but things were hastily said that would not have been said had twenty-four hours' reflection ensued between the reading of the paper and the introduction of the proper resolution to give it effect. I believe if a man who is interested in a matter referred to in a report read before this Association is going to forget that matter between the time the report is presented and the report of the Board of Control is made, I do not believe what he would say on the subject would count for very much. I am not apologizing for my action, because I followed the action of those who went before me. The idea in referring the reports of the Committees to the Board of Control is that no intemperate or hasty action may be taken, that nothing shall be done until the members have an opportunity to think about it. The reference of our reports to the Board of Control is simply a matter of safety, to insure that the reports shall have careful consideration by the Board of Control before any action is taken by the Association

which might be based upon a wrong impression as to the contents of the report. This has been the practice for many years, at least for twenty years, as I understand.

(President Peter resumes the chair.)

MR. C. F. SHOEMAKER: I wish to call special attention to the words which have just been uttered by President Peter, and I indorse them most emphatically in one way, and that is that our custom in the matter—it is a question of custom and not of authority—has two advantages in the reference of these matters to the Board of Control; in the first place, the advantage of consideration by a small body as against a large one, and in the second place, ample consideration in advance of the time of meeting. In the third place, it is difficult, if not impossible, to secure expressions of opinion on matters of this kind by a large body of men, that is, opinions which are the result of careful consideration, when the matter is first presented. As presiding officer last year, those of you who were present will remember that when the report of the Committee on Legislation was concluded, the Chairman of that Committee specifically requested that expressions of opinion might be given, so that the incoming Committee on Legislation, as well as the Board of Control, might have the views of the Association itself on one important and conspicuous subject. Those who were present will also remember that although the chair asked for this expression of opinion and gave several moments for its expression, not a single response could be had. It does not seem to me that this opportunity for discussion is likely to be availed of to any great extent, and yet I likewise think

it can not do any harm. I therefore trust the motion will be carried.

MR. KLINE: I wish to say a word and to give my reasons for offering the amendment. I do not want the present President for a moment to think I am finding fault with anything he did as against any other President—

PRESIDENT PETER: Not for a moment.

MR. KLINE: My amendment to the constitution does not change the process of referring to the Board of Control every report that is read. It is provided that they shall consider it and that no final action shall be taken until they do consider it. I do not propose to change the *modus operandi* of referring the reports to the Board of Control; but I know there are a number of members who feel when the report is read that there is not sufficient opportunity to discuss the report, and therefore nothing is said. It seems to me if I were on the Board of Control I would be glad to get expressions of opinion from the members on the subject matters of the reports presented. The hardest worked man we have outside of the Chairman of the Proprietary Committee is the Chairman of the Board of Control, and if I were on the Board of Control I would thank the members to indicate their views on the subjects which were presented to the Association and upon which the Board of Control would have to make a report. If there is any apprehension that such discussions might be unduly long, we could next year adopt certain rules that would govern the debate upon these reports, and if the Association adopts certain rules, the

President will work under them and that will take care of the difficulty, but it seems to me the opportunity should be offered to discuss questions when they are fresh in our minds.

To show how treacherous a man's memory may be, here is the case of my friend from Philadelphia. He is notorious in Philadelphia for the tenacity of his memory, and yet he gets up and says that the opportunity presented to discuss one feature of my report last year was given and nobody discussed it. I think he has in mind the Mann bill, and if the Secretary will turn to the proceedings, he will find that quite a considerable number expressed themselves on the subject, and that we had quite a debate; it was upon the result of that debate that the Board of Control brought in its report. That is to say, there was a divided sentiment in the Association as to what we should do about the Mann bill, and the debate disclosed the fact that there was a difference of opinion, and the Board of Control brought in a resolution covering the wishes expressed in the debate.

MR. C. F. SHOEMAKER: I make no claims for any superiority in the matter of memory. Like the Methodists in their meetings, when they make confessions of all the sins they have committed, I suppose I might say, as another gentleman is reported to have said on an occasion like this, that "I have forgotten more than my opponent ever knew;" but I won't say that. I wish to read from the record of last year, on page 163, of the proceedings—(Mr. Shoemaker then takes the proceedings in his hand and is about to begin to read, when he is visibly surprised and does not read, but stands with the book in his hand)—I expect I am a little previous—

PRESIDENT PETER: Have you finished your remarks?

MR. SHOEMAKER: I have suspended my speech. (Up-roarious laughter.) The impression which I receive from the reading of the record is this, that Mr. Kline, Chairman of the Committee on Legislation, after submitting his report at the last meeting, did ask, then and there, for an expression of opinion as to the merits of this particular case, and this request I presented to the meeting, or rather, I asked the members if they would like to discuss it then, or discuss it later, and a special order for discussion was made for the next day, and that is what fixed itself in my mind. I apologize for the inference I drew.

PRESIDENT PETER: I do not quite yet understand where you find yourself. (Laughter.)

MR. JOHN N. CAREY: I am in favor of the amendment as offered by Mr. Kline, because I remember in years past that I frequently rather wished that the papers would be discussed at the time of the reading. I realize the fact that occasionally a discussion may come up that will take up entirely too much time. Mr. Kline suggests we might have rules to govern such discussions. I really think his point is well taken, that there is a possibility of some of the points in a report being overlooked at the time when it is finally acted upon. There is another point, and that is that many of the newer members, who do not take such an active part in the proceedings of the meetings, would like to hear discussions and views from the older members on the subject of the reports presented. I hope the motion will prevail.

The amendment was adopted by an almost unanimous vote.

PRESIDENT PETER: There will be a session on the boat to-morrow to hear the report of the Board of Control on the report of the Committee on Proprietary Goods; also the report of that Committee on the communication from the National Association of Retail Druggists, and the report of the Committee on Resolutions of Thanks to the Entertainment Committee. The installation of the newly-elected officers will also take place on the boat.

The convention then adjourned to meet on board the steamer "Sandy Hook" on Friday.

SIXTH SESSION

FRIDAY AFTERNOON, OCTOBER 6.

The sixth session of the convention was held on the steamer "Sandy Hook," after leaving the grounds of the Crescent Athletic Club at Bay Ridge, New York.

President Peter called the meeting to order at 3 o'clock.

On motion, the reading of the minutes of the last session was dispensed with.

PRESIDENT PETER: Gentlemen, we have two or three matters to close up, the first of which is the report of the Board of Control on the report of the Proprietary Committee.

Secretary Toms read the report, as follows:

REPORT OF BOARD OF CONTROL ON PROPRIETARY GOODS

In connection with the report of the Committee on Proprietary Goods, the Board of Control recommends the passage of the following resolutions:

1. Resolved, That we hereby reaffirm our steadfast devotion to the principles of the rebate or contract plan, and urge both proprietors and jobbers to take the most active interest in seeing that this plan is maintained in its integrity.

2. Resolved, That the strength of the contract system lies in the manufacturers adhering to a uniform list of wholesale distributors, to whom sales at best prices should be absolutely restricted.

3. Resolved, That we hereby express our condemnation of the action of those manufacturers who ignore the jobber's interest by selling at best prices direct to individual retailers or to "buying clubs" composed of retail druggists and to other parties who are in no sense regular wholesale dealers. The jobber is the natural and proper channel of distribution from the manufacturer to the retailer, and we recommend that wholesale druggists individually extend their friendship and good will preferentially to those manufacturers who protect the wholesale trade by refusing to sell upon jobbers' terms to buying clubs or individual retailers and to other parties who are not regular wholesale dealers.

4. Resolved, That the Chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

5. Resolved, That the thanks of this Association are hereby extended to the proprietors who have adopted the rebate and tripartite plans during the past year, and also to those manufacturers who have increased their wholesale discount.

6. Resolved, That it is the sense of this Association that those proprietors whose present discount to the wholesale trade is in-

adequate should recognize the injustice of asking the jobber to handle their goods for less than the cost of doing business, and we hereby enter our earnest protest against such an utter disregard of the interest of their wholesale distributors.

7. Resolved, That we urgently request those proprietors whose compensation to the wholesale trade is now less than 10 and 5 per cent. for cash in 10 days to increase their allowance to that figure.

8. Resolved, That it is the sense of this Association that proprietors who give free goods to retailers on orders filled through jobbers should allow the jobber his regular margin on such goods.

9. Resolved, That this Association again places itself on record as favoring the direct contract and serial numbering plan for articles having an established demand in at least a considerable section of the country, provided that any proprietor adopting the same will allow wholesale druggists additional compensation for the extra labor and expense devolving upon them under this plan; and provided that every such proprietor will first submit his proposed wholesale contract to a sub-committee of five, to be appointed by the Chairman of our Committee on Proprietary Goods, of which he shall be Chairman, for consideration and approval before the plan is put into effect by the proprietor.

10. Resolved, That we call the attention of jobbers to the importance and necessity of complying in every particular with the contract terms of the manufacturers who sell their goods on the serial numbering plan. It is absolutely essential that all jobbers should forward to the manufacturers, at such times as they require, the cards containing records of the sales of serially numbered goods, and we earnestly recommend that wholesale druggists take pains to see that this matter is carefully attended to.

11. Resolved, That it is the sense of this Association that the giving of a cash discount in excess of 1 per cent. should be considered a violation of rebate contracts with proprietors.

PRESIDENT PETER: Gentlemen, you have heard the resolutions offered by the Board of Control on the report of

the Proprietary Committee. What action will you take on the report?

MR. JOHN N. CAREY: I move the adoption of the report and resolutions.

(Motion seconded and carried.)

PRESIDENT PETER: The next business is the report of the Proprietary Committee on the address of the delegates from the National Association of Retail Druggists.

Secretary Toms read the report, as follows:

REPORT OF PROPRIETARY COMMITTEE ON ADDRESS
OF DELEGATES FROM N. A. R. D.

The Committee on Proprietary Goods, to which was referred the address of the delegates from the National Association of Retail Druggists, has given careful consideration to the same and recommends the passage of the following resolutions:

1. Resolved, That we heartily appreciate the very friendly expressions in the message brought to us by the delegates from the N. A. R. D., and that we reiterate our oft-repeated assurance that our retail friends can rely upon our earnest co-operation in everything that makes for the mutual welfare of both the wholesale and retail branches of the drug trade.

2. Resolved, That it is the sense of this Association that the competition of mail-order houses is extremely injurious to both jobbers and retailers, and we earnestly recommend that no encouragement should be given to such houses by either manufacturers or wholesale druggists.

3. Resolved, That it is the sense of this Association that wholesale druggists, before filling orders from wholesale grocers for proprietary articles, should invariably require the grocers to

state for whom the goods are intended. We would also recommend that the same precaution should always be taken when orders are received from unknown persons for cash, as this is the only way by which the jobber can, as far as practicable, make sure that the goods will not reach those who are not entitled to handle them under the contract terms of the various proprietors.

4. Resolved, That we hereby express our appreciation of the action taken by the National Association of Retail Druggists in adopting the report of its Committee on Commercial and Fraternal Relations at its annual meeting in Boston last month, which report contained the following statement:

"In the report of the Committee on Proprietary Goods submitted to the National Wholesale Druggists' convention last November, complaint was made by the jobbers relative to the existence of buying clubs, the object of the clubs being the purchase of proprietary medicines direct from the manufacturer, instead of through the jobber. Your Committee considers the point well taken, and we believe that the members of this Association only need to have their attention called to this matter to at once see the injustice of such a movement. It is a well-known principle of law that 'he who asks equity must do equity,' and it is manifestly unfair to ask the jobber to confine his sales to the legitimate drug trade and then turn around and buy direct from the manufacturer."

5. Resolved, That we heartily indorse the foregoing recommendations and earnestly urge all retailers who are not acting in conformity therewith to give the wholesale trade a "square deal."

With reference to the stamp-tax matter, this Association has instructed our Committee on Legislation to oppose any effort which may be made to restore such a tax on proprietary articles. and the parcels-post matter has also been referred to said Committee for such action as may seem to them necessary.

Respectfully submitted,

JOHN N. CAREY, *Chairman.*

PRESIDENT PETER: Gentlemen, you have heard the re-

port of the Proprietary Committee on the address from the National Association of Retail Druggists. What action will you take in regard to it?

MR. C. F. SHOEMAKER: I move that the report and resolutions be adopted as read.

(Motion seconded and carried.)

PRESIDENT PETER: The next report will be that of the special committee to prepare resolutions in memory of Mr. C. F. G. Meyer, of which Mr. M. N. Kline, of Philadelphia, is Chairman.

Secretary Toms read the report, as follows:

RESOLUTIONS IN MEMORY OF EX-PRESIDENT
C. F. G. MEYER

Whereas, Almighty God, in His wisdom, hath taken C. F. G. Meyer to his eternal home during the past year; be it

Resolved, That we, the members of the National Wholesale Druggists' Association, with which he was actively connected from its inception to the day of his death, and which he once honored by presiding over its deliberations, place on our records a minute expressing our deep sense of loss in the death of our ex-President and valued fellow member.

His devout Christian character may properly be described in the language of the Prophet Micah: "He dealt justly, he loved mercy and walked humbly with his God."

He was honored as a citizen, highly esteemed as a prominent business man and greatly beloved as a father.

We honor his memory and pray that we may do so chiefly in following his example.

Resolved, That we extend our sincere sympathy to his bereaved

family, and that a copy of this minute be engrossed and sent to his widow.

Respectfully submitted,

M. N. KLINE, *Chairman,*

W. A. HOVER,

W. J. WALDING,

Committee.

PRESIDENT PETER: Gentlemen, what action will you take in regard to the resolutions just offered?

MR. THOMAS F. MAIN: I move that these resolutions be adopted by a rising vote.

The resolutions were unanimously adopted by a rising vote.

PRESIDENT PETER: The next business will be the report of the Committee on Thanks to the Entertainment Committee.

Mr. C. F. Weller, Chairman, presented the following report:

REPORT OF COMMITTEE ON THANKS TO ENTERTAINMENT COMMITTEE

Mr. President and Gentlemen:

Great is New York and great is the Entertainment Committee of the National Wholesale Druggists' Association at this meeting. We fully appreciate the splendid entertainment that has been given us both by the General Committee and also by the Ladies' Committee. It has seldom been equaled in the history of the Association and never surpassed.

We also desire to thank the management of the Hotel Astor for the very courteous treatment accorded to our members.

There has been no friction, every member has been taken care of and all are satisfied.

The thanks of the Association are likewise due to the newspapers of the city for their courtesy in publishing reports of the meetings. The drug journals of this and other cities are especially entitled to our thanks for their very full and more detailed reports of the convention. We commend, especially, the action of the *Oil, Paint and Drug Reporter* in reporting the full proceedings of our meeting and having such report published and distributed to the members on the boat to-day. They have shown a great deal of enterprise and are to be commended.

We also desire to extend the thanks of the Association to the publishers of the *New York Times* for their courtesy in inviting the members of the Association to visit their magnificent building and inspect their plant.

Respectfully submitted,

C. F. WELLER, *Chairman,*

J. A. GILMAN,

A. B. STEWART,

Committee.

PRESIDENT PETER: Gentlemen, you have heard the report of the Committee. What action will you take in regard to it?

MR. W. A. HOVER: I move the adoption of the report.
(Seconded and carried.)

PRESIDENT PETER: The first thing we hear when we are born into this world is the voice of woman, and, as we are about to close this meeting, it is fitting that we should hear from them now. Mr. Faxon, their mouth-piece, will address you.

REMARKS OF F. A. FAXON EXPRESSING THANKS OF
THE LADIES

MR. F. A. FAXON: Mr. President, Ladies and Gentlemen—I have been intrusted with a very delicate commission. I appreciate the compliment, but wish it had gone to some one better fitted to perform the gracious task. One of the charming women of New York (and I divulge no secret here, because there are so many charming women in New York, and you will not guess to whom I refer) has asked me to express to the Committee on Entertainment the thanks of the women of the convention—I use the term women as the dominie did the other night at the banquet, because I like the term women. They wish me, in my feeble manner, to express to this Committee their deep thanks and appreciation for all of the courtesies that have been extended. The lady who spoke to me gave me the names of the Committee, but I fear to undertake to mention them, lest I might possibly, in my confusion, forget to speak of Mr. Thomas Main, or Mr. Thomas Cook, or Mr. Stone, or Mr. Peters, or Mr. Fairchild, and others who deserve so well.

The ladies wish to thank them for the drive to the Art Museum, for the afternoon teas, for the theater parties, for that function dear to the heart of women, the shopping trips, and for all the other courtesies that have been extended. They wish me to thank them for the flowers that have been so generously and lavishly placed at their disposal. They have been profuse with these beautiful things of nature. While the flowers that have been given will fade and the petals fall away, the memories of this occasion will bloom in the hearts of the women forever. (Applause.)

While I am speaking I wish to expand a little, and in the name of this Association I want to say something for all the Committees in New York, for all the men and women who have contributed to our delight and pleasure on this occasion. We love to come here; we are all proud of New York; none of us have any jealousies toward this city. St. Louis may not love Chicago, and Chicago may not like St. Louis, and both of them may be jealous of Kansas City, but nowhere I know of in this broad land is there any jealousy of New York, because New York belongs to all of us. It is our city; it is one of the greatest commercial centers of the world, and I suppose it is also the financial center. New York is so attractive that the young men who have been following the plows in the cornfields of the West may sometimes forget the injunction of Horace Greeley to grow up with the country there, and come here to New York and grow up with the life insurance companies. (Laughter.) But we hope not. We come to New York because here we see the greatest of everything. We see no such battleships in our country. We do not see such buildings; we do not see such parks; we do not see many of the things which are in New York, and we come here to see the biggest of everything of its kind. Some one told me you had the biggest lobsters in New York, but I am sure we have found none of them in connection with the Entertainment Committee here. You will excuse me for talking so long, but my mind goes back to the trip we made eleven years ago on this same steamer, and I am impressed with the changes which have occurred since that time. Then, if you will remember, the country was rent with strikes and boycotts, and Coxey's army was marching to the Capitol, and the Populists had captured Kansas. I read in the paper this morning that there is in

the banks of Kansas \$118,000,000. That does not look like much to the Entertainment Committee, but compared with what was in these banks years ago—nothing but notes, and only part of them good—you can see what tremendous strides have been made in that time.

In conclusion, I will say that we do appreciate thoroughly all we have received here. No words of mine could give expression to the language which I am sure is in the hearts of all of us. We have been royally entertained in every way, and we shall carry away with us the most delightful memories. Your hospitality has been as broad as the sea and as beautiful as the river. (Applause.)

PRESIDENT PETER: I hardly know how to get these resolutions before you, but without opposition they will be declared carried.

MR. E. D. TAYLOR: I have here a short communication from some of the ladies from the Southland, and they wish it presented to this meeting.

LETTER OF THANKS FROM SOUTHERN LADIES

To the National Wholesale Druggists' Association:

Your retiring President, Mr. Peter, said at the banquet that the first thing a boy baby was taught to say at the South was "Gentlemen of the Jury" or "Fellow Citizens." Now, the first thing a girl baby was taught to say was "Thank you." It may be a little old-fashioned and out of date, but that is what we of the South are. So, not forgetting our teaching, the wives of the Southern members tender their thanks and appreciation to the committee of ladies and gentlemen who devised and carried into successful operation the delightful program for the entertainment

of the members and associate members of the National Wholesale Druggists' Association.

We dare not enumerate the courtesies extended, for they have been so many we fear leaving some out.

We regret the Association will not meet in Richmond next year, but our hearts and homes will always be open to the members of the Committee, collectively or individually, whenever you visit the Southland, for pleasant memories of the New York convention will ever linger with us, and again we say, "Thank you!"

MRS. N. V. RANDOLPH, *Chairman*,

MRS. E. D. TAYLOR,

MRS. CHARLES S. MARTIN,

MRS. MILTON CAMPBELL,

MRS. G. G. MINOR,

MRS. H. F. BAKER,

MRS. ALFRED R. L. DOHME,

MISS LOUISE DOHME,

MISS ADELE DOHME,

MRS. WALTER D. LAMAR.

PRESIDENT PETER: These resolutions will be forwarded promptly to the Entertainment Committee. The next business is the installation of the new officers. I will ask ex-Presidents Hover and Walding to present the President-elect, Mr. Lucien B. Hall, of Cleveland.

INSTALLATION OF OFFICERS

PRESIDENT PETER: Mr. Hall, you have been elected President of this Association for the ensuing twelve months, or until your successor is duly elected and installed. Will you accept the office?

MR. HALL: I will.

PRESIDENT PETER: Kindly remember that the outgoing President turned over the office to you on board the steamer "Sandy Hook" sailing to New York at the rate of twenty-five miles an hour. Ladies and gentlemen, Mr. Hall, your newly elected President. (Applause.)

MR. HALL: Mr. President, Ladies and Gentlemen—No greater honor could be given to a wholesale druggist than the one you have bestowed upon me. No greater Association lives in this country than the National Wholesale Druggists' Association, and there is no greater city in which an officer could be installed in his office than this present city of New York, and the generous hospitality of the members and our friends are still greater than all. I wish that I might find words at my command to show my gratitude to you for your friendship and your confidence in me. But I am unable to tell you what my heart would say. I will tell you a story of a colored girl who said to her mother in the morning, "Mamma, I am going to communion." "You going to communion? Why, don't you know, Susie, that you stole those chickens the other night?" Susie replied, "I am not going to let a few chickens stand between me and my Lord." I will not let anything stand between me and my duty to this Association.

In our section of the country we have in some localities politics that are not clean, and are nearly as bad as they have been in Philadelphia. A young man was nominated for the office of Representative in our State. A friend called on him and said, "Now, John, before I give you my support, I want to know how you stand. Will you be an honest man?" The man replied, "I want to go to the House of Representatives unpledged." (Laughter.) I

say to you, however, that I will pledge myself to do my best, and I know, with the able support I shall receive, we shall have a successful year. I again wish to thank the members of the Association for the honor conferred upon me. (Applause.)

PRESIDENT PETER: Dr. William Jay Schieffelin, of New York, has been elected First Vice-President. I will ask ex-Presidents Shoemaker and Faxon to escort Dr. Schieffelin to the chair.

Dr. Schieffelin was escorted to the front, and President Peter said: Dr. Schieffelin, you have been duly elected the First Vice-President of the Association for the ensuing twelve months, or until your successor is duly elected and installed. Will you accept the office?

DR. SCHIEFFELIN: I will.

PRESIDENT PETER: Ladies and Gentlemen—I have the pleasure of presenting to you your First Vice-President, Dr. William Jay Schieffelin, of New York.

DR. SCHIEFFELIN: After what Mr. Faxon said about lobsters, I feel very shy and conscious in being brought forward. However, it is expected that the First Vice-President and the other Vice-Presidents shall make some kind of acknowledgment of their election; at least that is what I gather from reading the reports of previous meetings. I will simply express to you my appreciation of the high honor, the highest honor that any young man in our Association can attain to, for this Association of Wholesale Druggists, as our President-elect has well said, is immense in its extent. The old preacher described it

when he said that "it extends from the horizon to the ho-settin." Although many of us New Yorkers have attended previous meetings of the Association, we have at this meeting had our eyes opened to the quality of those who compose it. It is like the Kentucky man who first tasted a milk punch. He drank it and a heavenly expression passed over his face, and he said, "Heavens, what a cow!" (Laughter.) You will find that this is no ordinary gathering of business men, but it has some spirit in it which is divine, and that brings me to acknowledge the presence of so many charming ladies. You remember the definition which a little girl gave of man; she said in her composition that man was the thing which woman marries. (Applause.) She said, "He is more logical than woman, but he is also more zoological." She further said, "They both sprang from monkeys, but woman sprang the farthest." We certainly indorse that diagnosis. We are glad you came; but we will never write, as the man wrote on the tombstone of his wife, "Tears can not bring her back; therefore I weep."

We have had troubles of our own in New York. You all know we have been up against it lately, and yet when we turned to the help of the Association, it seemed to us that after that life was one long Holliday. We have always tried to do our share, and yet it seemed to some of us that we had been like the boy's father. The boy was asked if his father was a Christian. "Oh, yes," he said, "but he did not work at it." Or like the New England woman who was asked if she was a Christian, and who answered: "Yes, I have been a Christian on and off for forty years." Some of us perhaps were a little quiet and unprogressive, like the people are in the State of Maine in winter time. An old man living in Maine was asked how

he spent the long evenings and nights in the winter time, and he said: "Oh, well, sometimes we sit and think, and sometimes we just sit." Even if we are slow here, there is some progress. You may have noticed that New York has grown. It has grown a lot. We began business in this town when it was hardly built up to Grand street, and there was only one brick store in the town. In the 111 years the town has grown by leaps and bounds, and one thing that has been the cause of it—and I leave it to you to decide—has been our pure drugs. Speaking of our little troubles here, the Association has notified us from time to time to do better, like the colored preacher who had appealed to his congregation that the hole in the roof would have to be mended, and finally he struck, because they did not subscribe a fund for the repairs. He said: "Brethren, there will be no more preaching in this house until we fricassee that abscess." I assure you that before there is any more preaching from us the abscess will be fricasseed, and now, in concluding, because your time is valuable, as a great compliment I will repeat the story I heard of the professor of agriculture down in Alabama, who used to give advice gratuitously as he drove through the country. He saw an old colored man feeding his hogs. He said: "Uncle, do you wet your corn before you give it to the hogs?" The old man answered: "No, I don't." "Don't you know that you ought to moisten the corn?" "No, why should I moisten the corn?" "Because if you wet the corn it will digest in half the time." The darkey replied: "I never knew that, Boss, but say, Professor, how much do you reckon a hog's time is worth?" (Laughter.) As I reckon your time is very valuable, I will simply thank you again. (Applause.)

PRESIDENT PETER: We have had him with us for 110 years and have only just found him out. It is only fair to say that when he first came he was a right young boy. (Laughter and applause.)

I regret to say that Mr. J. B. Riley, of Macon, Ga., and Mr. Charles C. Goodwin, of Boston, the Second Vice-President and Third Vice-President, respectively, are not here. I believe Mr. Riley is on the boat, but Mr. Goodwin has returned home. I will ask ex-Presidents Hover and Walding to escort Mr. L. D. Sale, of Los Angeles, Cal., who has been elected as the Fourth Vice-President, to the rostrum.

Mr. Sale being escorted to the front, President Peter said:

Mr. Sale, you have been elected Fourth Vice-President of the National Wholesale Druggists' Association for the ensuing twelve months, or until your successor is duly elected and installed. Will you accept the office?

MR. SALE: I will.

PRESIDENT PETER: Though separated by distance, in spirit we are one. Ladies and gentlemen, I present to you Mr. L. D. Sale, of Los Angeles, Cal., your Fourth Vice-President.

MR. SALE: Mr. President, Ladies and Gentlemen—I wish to thank the members of the Association very much for the honor bestowed upon me. I deeply appreciate it, on account of this being my first attendance at one of your conventions. I would like very much to give you a description of our city, such as Mr. Schieffelin has done of New York, and tell some of the stories he has told, but

as we seem to be drawing into the pier I have not the time nor language at my command to do so, and, furthermore, coming from California, I presume you would not believe me if I told you. I will refrain from doing it. I would extend an invitation to all of you to come to California and visit us, if it were not for the fact that it is on record that five out of every ten persons who visit California go there to live, and I do not see how I could take care of about two hundred competitors in my line of business. Therefore I do not think I will extend the invitation. However, if the gentlemen will stay at home and let their wives come, we will be very glad to take care of them. (Applause.) I thank you, ladies and gentlemen, very kindly. (Applause.)

PRESIDENT PETER: The Fifth Vice-President is Mr. W. T. Harper, Jr., Ottumwa, Iowa. I ask ex-Presidents Walding and Hover to escort Mr. Harper to the platform.

Mr. Harper was duly escorted to the front and President Peter said: Mr. Harper, you have been duly elected the Fifth Vice-President of this Association for the ensuing twelve months, or until your successor is duly elected and installed. Will you accept the office?

MR. HARPER: I will.

PRESIDENT PETER: Ladies and gentlemen, Mr. W. T. Harper, Jr., your Fifth Vice-President.

MR. HARPER: Mr. President, Ladies and Gentlemen—I wish to thank you for the honor conferred upon me. I am not a speechmaker. If I started in to make a speech I would soon be in the situation of the young gentleman

who was at one time making a speech at a banquet. Near by sat Speaker Cannon. He had not proceeded very far when Mr. Cannon called him down and said, "Look here, young man, you are coming out of the same hole you went in at." (Laughter.) All I can say is that I will be glad to use my best energies in the performance of the arduous duties of this position. I thank you. (Applause.)

PRESIDENT PETER: Mr. Toms, our Secretary, and Mr. Strong, our Treasurer, are old friends to us. Mr. Strong has the same speech he always has, and Mr. Toms never made a speech in his life. We will allow these gentlemen to rest in the enjoyment of the occasion and call upon Mr. Fred L. Carter, of Boston, who has been elected Chairman of the Board of Control.

Mr. Carter was escorted to the platform and President Peter said:

Mr. Carter, you have been duly elected Chairman of the Board of Control for the ensuing twelve months, or until your successor is duly elected. Will you accept the office?

MR. CARTER: I will.

PRESIDENT PETER: I have the pleasure of introducing Mr. Fred L. Carter, of Boston, who has been elected Chairman of the Board of Control.

MR. CARTER: Mr. Chairman, Ladies and Gentlemen—I thank the members of this Association for the compliment to New England in my election to this important office. I remember my first experience on the Board of Control, which was in 1890. I was then fourth on the list. On my arrival at Washington I found to my intense horror, being

a young man at that time, young in the membership, I was the only one of the Board of Control present at the meeting. I hope that will not be repeated at the next meeting. I have been wondering why it was that I was chosen to this office, and I have finally come to this conclusion: The members of the Association all know and we all appreciate the fact that the Chairman of our Committee on Proprietary Goods and our President are both good men—they are good men, but they have been inclined to be restive, to kick over the traces, as you might say. Therefore, it was concluded to take a Carter to drive the carry-all [Carey-Hall]. (Laughter and applause.)

PRESIDENT PETER: Mr. A. D. Parker, of New Orleans, the next member of the Board of Control, is not present. Mr. W. J. Mooney, of Indianapolis, is on the boat, but does not seem to be in attendance at the meeting. I will therefore call upon Mr. Charles Gibson, of Albany, N. Y., the fourth member of the Board of Control.

MR. GIBSON: Mr. President and Members of the Association—I thank you very kindly for this compliment, and I will be glad to serve you. (Applause.)

PRESIDENT PETER: Mr. Thomas F. Van Natta, of St. Joseph, Mo., the fifth member of the Board of Control, is not here. We will now give Mr. John N. Carey, of Indianapolis, Chairman of the Proprietary Committee, a chance. John, walk up to the platform. Ladies and gentlemen, I have the pleasure of presenting Mr. John N. Carey, Chairman of the Proprietary Committee.

MR. CAREY: Mr. President, Ladies and Gentlemen—I

have a great many things to learn about making a speech. I am like the young woman who was trying to learn the game of golf. She said she was very much discouraged for fear she would not learn. She said: "I have had several lessons, and have not yet even learned how to hold my caddie." (Laughter.) I am a little different from the grouchy old Methodist who attended an experience meeting. The subject on the morning he attended was thanksgiving—what they all had to be thankful for. Each one was called on to testify what he had to be thankful for, and it came to this miserly old gentleman, and he got up and with a long face said: "My dear sisters and brothers, I can say that I am thankful to the Lord for what little He has done for me." (Laughter.) This also reminds me of a political meeting. A campaign club was being organized, and they had under discussion the matter of uniforms and paraphernalia of these marching clubs. The question of torches came up, which was discussed a great deal, and finally one Irish gentleman got up and he said: "Mr. President, I have listened with great interest to the discussion here as to the kind of torches we are expected to carry. Some of us want coal oil and some lard oil and some flambeaus, but I have not heard mention of a torch I have seen advertised a great deal, and I would suggest, Mr. President, that our committee be instructed to investigate, and if they think wise, to purchase for the use of this club a supply of the celebrated Brown's Bronchial Torches." (Laughter.) Seriously, gentlemen of the Association, I want to acknowledge the compliment you have paid me, as you have done on several other occasions, and with the able assistants with whom you have supplied me I shall endeavor to the best of my ability to carry out your desires. I thank you. (Applause.)

PRESIDENT PETER: If there is no further business before the Association, the meeting will adjourn.

The meeting then adjourned.

SEVENTH SESSION

SATURDAY MORNING, OCTOBER 7.

President Hall called the meeting to order at 10 o'clock.

On motion, the reading of the minutes of the last session was dispensed with.

There being no further business to come before the meeting, on motion the convention adjourned.

THE BANQUET

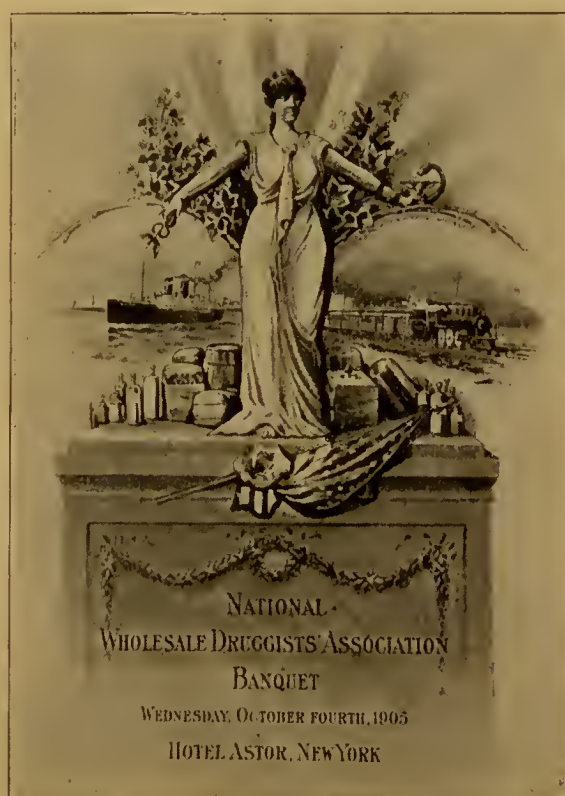
WEDNESDAY EVENING, OCTOBER 4.

On Wednesday evening the banquet of the National Wholesale Druggists' Association was served in the spacious and beautiful banquet hall on the eighth floor of the Hotel Astor. The hall was handsomely decorated, while the tables at which the banqueters sat in parties of eight were adorned with autumn leaves and roses in great profusion. The ladies participated in the banquet, which was made all the more enjoyable by their charming presence. Music was furnished for the occasion by an orchestra, and the banquet was highly successful. Covers were laid for 560 persons, and the large room was taxed to its full capacity.

Mr. John M. Peters, of New York, acted as toastmaster, and he filled the position with his usual grace, intro-

ducing the speakers briefly but none the less happily. Upon his right, at the speakers' table, sat President M. Cary Peter, and beyond were Dr. Charles F. Chandler, of New York, President-elect Lucien B. Hall, First Vice-President-elect Dr. William Jay Schieffelin and Secretary Joseph E. Toms, while at the left were the Rev. Dr. J. M. Hodson, Messrs. B. T. Fairchild, W. D. Murphy and J. Seaver Page, all of New York.

The menu cards were beautiful. The first page contained an embossed monogram of the initials of the Association (N. W. D. A.) in red and gold, while the third page contained an artistic design emblematic of commerce, which is reproduced below :



The menu was as follows:

MENU

BUFFET RUSSE

HUITRES (OAK ISLAND)

Erdener Treppchen, 1900

Tortue Verte Claire á la Fine Champagne

Crème d'Amandes á la Royale

Olives Celeri Radis Amandes Salées

Filets de Sole Anglaise á la Marguery

Pommes de Terre Lorette

Pontet Canet, 1896

Mignons d'Agneau du Printemps á la Colbert

Fonds d'Artichauts aux fines Herbes

Ris de veau Braisés á la Rotschild

Champignons Frais Farcis

Moët & Chandon, White Seal

SORBET CARDINAL

Pluviers Dorés Rotis Sur Canape

Salade Astor

Glace de Fantaisie

Petits Fours Fruits Assortis

White Rock

Fromage

Café Noir

The following was the list of toasts :

TOASTS

OUR COUNTRY

Still in thy right hand carry gentle peace
To silence envious tongues.

King Henry VIII. Part III, 2.

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

Self love, my liege, is not so vile a sin as self neglecting.

King Henry V. Part II, 4.

WOMAN

The most replenished sweet work of Nature,
That, from the prime creation, e'er she framed.

King Richard III. Part IV, 3.

THE PROFESSIONS WE SERVE

We can not all be masters, nor all masters
Can not be truly followed.

Othello I. 3.

COMMERCIAL DIPLOMACY

'Tis my vocation, Hal, 'tis no sin for a man
To labor in his vocation.

King Henry IV. Part I, 1-2.

AULD LANG SYNE

I drink to the general joy o' the whole table.

Macbeth III. 4.

MR. JOHN M. PETERS, *Toastmaster*

The splendid menu was thoroughly enjoyed, and it was about 10:30 P. M. when Toastmaster Peters called the assemblage to order in the following words:

TOASTMASTER PETERS: I shall fall far short of doing justice to the sentiments of the Entertainment Committee, which I represent, or the hosts of the evening, on whose behalf I have been acting, if I fail to lay particular emphasis upon their appreciation of the honor done us by the large number of our fair friends who have graced this occasion by their presence. This is not the first banquet of the National Wholesale Druggists' Association at which the ladies have shared with us the full measure of the entertainment, but I believe this Association has the distinction of being among the very first of commercial organizations thus to dignify its banquets. (Applause.) That the experiment has proved entirely successful I think the attendance to-night proves. Most of us are willing to admit the truth of the biblical declaration that "it is not well for man to be alone," even at a banquet. (Applause.) And some others go so far as to declare, somewhat in the language of our old friend Solomon, "Better is a dinner of herbs where love is than stalled ox," and only a stag company therewith.

Fortunately, we have not yet been compelled to forego the beef and adopt the botanical menu, but we would regard even that gastronomic sacrifice small in comparison with the loss of the society of the ladies.

I am requested by the Chairman of the sub-Committee on Banquet to apologize for the failure of the Committee to distribute in time for the seating of this banquet the diagrams, which have been prepared with considerable labor, but which he thinks, after all, perhaps, were well

delayed, because he feels that natural selection has made the seating more successful than the efforts of the Committee could possibly have done. (Cries of "Good.")

I have no desire to criticize the Committee, but so far as natural selection goes, this platform upon which I have the honor to stand has certainly suffered. I have enjoyed to the full the society of the gentlemen on my right and on my left, and I mean to pay them no mean compliment when I say that all of us would have enjoyed ourselves more if there had been some ladies sandwiched in between us. (Applause.) I don't know what the intention of the Committee was in that respect, but if the diagrams provided that additional attraction to what we are at present suffering, I certainly regret that they were delayed. Mr. Fairchild also desires me to say that any of the ladies or of the gentlemen present who have failed to receive their souvenirs, or who fail before the evening is through to receive the souvenirs which have been prepared for them, or their menus, that the deficiency will be promptly made good if they will notify any member of the Committee, but preferably Mr. Thomas P. Cook, the Chairman. If they do not receive them before leaving for their homes, they will receive them there, and the Committee regrets very much if there has been any failure to provide any one on this particular occasion.

I was admonished very gently but still somewhat forcibly by Mr. Cook, the Chairman of the Entertainment Committee, and by Mr. Fairchild, the Chairman of the sub-Banquet Committee, when they did me the honor to appoint me to this position, that it was not expected of a toastmaster that he would occupy all the time, which could be taken to better advantage by the other speakers. The gentlemen were both very delicate in what they said, but,

nevertheless, I can take a hint. (Laughter.) I shall not, therefore, trespass upon the time of those other speakers any further than may be necessary to briefly introduce them.

It is in no perfunctory spirit, ladies and gentlemen, that we approach the first toast of the evening. Inspiring as it always is, there has never been a time when it inspired more pride and patriotism than we are justified in feeling now, not only in the material greatness of this country, but in the position it has taken among the nations of the world. The sentiment attached to the toast, I am sure, will strike a responsive chord in every breast, and that you will join with more than ordinary enthusiasm in the only response which will be made to the toast—that is, the singing of “The Star-Spangled Banner.” I ask you to rise to the toast.

(The audience rose and sang “The Star-Spangled Banner.”)

TOASTMASTER PETERS: It has always been customary with this organization to give the toasts to the Association second place upon the list. We make no apologies for this custom, for the man who does not honor his business can scarcely expect that his business will honor him. (Applause.) We have a great deal of sympathy with the sentiment accompanying the toast to-night, which is “Self-love is not so vile a sin as self-neglecting.”

Those of us who participated in the two previous banquets held in this city at intervals of something like a decade can not fail to note, and with some tinge of sadness, the marks which Time has left upon this Association of merchants. At the same time the Association itself has achieved a very high position among organizations

of its class, and has justified the efforts of those who laid its foundations, and of whom it may be said that though "they rest from their labors, their works do follow them." In proposing the toast, I shall first call upon our President, who is about to retire, although the meeting to-night is one day earlier than usual, and he is not yet among the list of "ex's." I have the pleasure of introducing Mr. M. Cary Peter, who will respond to the toast, "National Wholesale Druggists' Association."

"Self love, my liege, is not so vile a sin as self neglecting."

King Henry V, Part II, 4.

(Here the audience sang "My Old Kentucky Home.")

"NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION"

RESPONSE BY PRESIDENT M. CARY PETER

MR. M. CARY PETER: I am very sure that none of you so earnestly wish that I were there as I do myself. My friend and half-brother got mixed on his Scripture and dispensatory. He put the country first. One of the first men that entered the country, in our part of it, was the wholesale druggist who discovered the jimson weed. I presume that Mr. Nadgett, the celebrated detective in "Martin Chuzzlewit," had to do with the program on this occasion, for, surely, my part of it was kept so profound a secret that even the toastmaster did not know the sentiment to which any gentleman was to respond. But I have been told that in Kentucky every man-child who is born utters as his first words either "Gentlemen of the jury" or "Fellow-citizens." (Laughter.) So, presuming that State

pride will bear me through with words where I lack ideas, I will do my best. He has coupled my name as one about to disappear with that of the eminent gentleman who shall succeed me. I presume that the sentiment will divide itself into two portions, the past, which I shall take, and the future, which I shall consign to him. I hope he may know more of his than I do of mine. (Applause.)

It is somewhat dangerous to deal with the past. We had a man in our country once, a frolicsome, warm-hearted, loose-jointed, devil-may-care boy, who went to a camp-meeting. His name was Moses. He filled his pockets with some innocent blacksnakes, and when the mourners were called up he went with them, and let the snakes loose in the straw. He was put in prison for disturbing public worship, and kept there a month, and through sheer mortification left his home and was gone a year. Upon his return, as he entered the old church where he had attended all his life, the preacher was taking his text as he entered the door, and it was this: "As Moses lifted up the serpent in the wilderness,"—he says, "Hold on, parson, let bygones be bygones." (Laughter.)

To my intimate friends I would say that I do not propose to tell on you. I am not going into ancient history. I will for a moment sum up the assets that this Association has acquired since its organization. Begotten in self-love, as our sentiment expresses it, a desire for gain prompted purely by mercenary motives brought together as arrant a set of pharisees as the world ever saw, each deeming himself better than his fellow. They met with pistol in hand and knife in boot to arrange their financial affairs for the common good of the distrustful clan. When they met and began to acquire some knowledge of one another, each man's opinion of himself began to shrink and his

good opinion of his neighbor began to grow, until we have an Association which was conceived in the narrow limits of money-making that has come almost to ignore that side of our business relations. (Applause.)

The affection, regard and familiar intercourse between the members of this Association, covering a period of nearly a third of a century, is the greatest asset we have acquired. Its value is so great that were the entire capital represented by the members in our body to be wiped out, there are memories that would amply compensate for the expense, time and money that has been necessary to our getting together. (Applause.)

The toastmaster said he wanted each of us to take just as long as he did, so that I feel the call to cease upon me, but I desire to call attention to the emblematical picture placed upon the elegant menu card which represents a monument which we may consider as having been erected to the memory of those who have gone before us, and whose splendid character and achievements we may emulate with profit. There are upon the monument bags of gold and horns of plenty. Beneath and around it are railroads, steamboats and canals, and surmounting all this rises the divinity at whose shrine each one of us worships—woman. (Applause.)

TOASTMASTER PETERS: We are not yet quite off with the old love, but at the same time, inasmuch as the incoming President has been elected, I feel confident that you would not be at all satisfied with me in the discharge of my duties if I did not call upon Mr. Lucien B. Hall to at least present himself and say as much concerning the future as possibly he may know.

RESPONSE BY PRESIDENT-ELECT LUCIEN B. HALL

MR. LUCIEN B. HALL: Mr. Toastmaster, Ladies and Gentlemen—It has been my duty in the Association for several years to read the reports of the Board of Control. I did not know when I came to this banquet that I was to say anything. The Board of Control delivered in my hands a resolution that I should read, and, with your permission, as I am accustomed to reading the reports of the Board of Control, I will read this: "Board of Control on Speechmaking. Having the welfare of the Association at heart, and knowing our incoming president can sell pills better than he can make a speech, we firmly recommend that when he is called upon to speak, that for his own good and for the pleasure of our members he keep quiet." (Laughter.)

As the resolutions of this Board have always been carried out, I will try to carry out this one. And I will follow the precedent of my esteemed friend and ex-President of the National Wholesale Druggists' Association from Ohio, who, while holding this office, kept silent and allowed others to talk. And what is the use of an Ohio man making a speech? Across the river, in Kentucky, we have many orators, and all we have to do is cross the river and obtain all we want.

I heard a story the other day regarding a Kentucky man who died, and when he reached heaven and saw a man chained, he said to St. Peter, "Why is that man chained?" St. Peter replied, "He is from Kentucky, and we won't allow him to make a speech, and he wants to go back home." (Laughter.)

Now, Mr. Stenographer, if you will kindly make a note of what I do not say, and omit what I do say, I think my

speech will be all right. But before closing I will relate a drug story, so as to let you know we are in the drug business, and it is this: A little girl went into a drug store and said, "I want some pills." The druggist said, "What kind of pills do you want?" "Why," she said, "those little black pills." And he said, "Anti-bilious?" Then she replied, "No, my uncle's sick." It is a great inspiration to me for the future when I think of the great men that have gone on before, like Mr. Faxon, Mr. Kline, Mr. Kelly and any number of others. I want to say to you while I have this inspiration, I am covered with perspiration when I think what is before me. (Applause.)

TOASTMASTER PETERS: The next toast is to "Woman."

"The most replenished sweet work of Nature,
That, from the prime creation, e'er she framed."

King Richard III. Part IV, 3.

I have no desire to criticise the eminent gentleman who is the author of those lines, but they seem to me to be rather involved. Possibly not more so than the subject itself. (Laughter.) You possibly remember the story of the small boy who asked his father, "Pa, had you known ma long when you married her?" "Known her long?" his father replied, "Great Scott, I don't know her yet." I don't know what the "most replenished sweet work of Nature" means. I know the "sweet work of Nature" of it, but not the "most replenished" part of it, and I am very glad that the Committee has entrusted to a clergyman who is, doubtless, able, as most of the eminent men of his class are, to elucidate complex texts and make them very clear at least to themselves. I have great pleasure in introducing the Rev. Dr. J. M. Hodson, who will tell you whether

he thinks the "most replenished" characteristic referred to by Shakespeare has anything to do with woman's natural instinct to be buying things. (Laughter.)

"WOMAN"

RESPONSE BY REV. DR. J. M. HODSON

REV. DR. J. M. HODSON: Mr. Toastmaster, Ladies and Gentlemen—The sentiment of this toast will, I am sure, find a response in the heart of every man present. It would not be possible for either artist, poet or orator, in his most inspired moment, to give such eloquent expression to my subject as is in evidence about us in the women who grace this occasion. They who respond to the other toasts of the evening will not be so fortunate. Their sentiment can not have such illustration. They must be eloquent to portray their subject. They must picture their facts to our imagination. But I have so little to do. I have simply to say, "Here they are, my facts—can you dispute them?" They are better rounded than any period of rhetoric, more brilliant than any flash of imagination, "replenished," not by the National Association of Wholesale Druggists; she is "by prime creation framed," and adorned not by dresses or gowns, but by frocks.

It is woman we toast—that fine old generic term is used. This does not, of course, exclude the saleslady, or the washlady, or any other lady, for the lady, too, may be a woman. It is, I am sure, one of the marked signs of this progressive age that this "sweet work of nature" wishes to be designated a woman. It takes more to satisfy that term than any other. When you say woman, it awakens something very tender in men. It is allied to mother, that one other word sacred in every part of the world

where men wander. This is true in the mining camps and on the broad plains of the wildest West. The only exception which might be made is perhaps on the transportation lines of this great city.

It might be expected that in responding to a toast of this kind one should repudiate that which some have considered an aspersion on women. Is woman that interrogation mark which a famous artist has drawn? Is she the eternal question? In any case, I think it is a compliment.

She is really so far beyond the understanding of man that she keeps him guessing by her very greatness. Her infinite resources—her capacity for soaring to the highest, whether it be of ambition or desire, always leaves her poor consort helplessly gazing and wondering. This loftiest flight may be toward the airiest of toy balloons—a foreign title—or it may be to the more equitable realm of domestic finance. A woman always has a more flexible imagination than men. She rebounds from trouble quicker, or if need be adapts herself and meets the situation with greater patience. She is not necessarily in nature a Hebrew, but she embodies the sentiment of one of their favorite mottoes, "Let us pursue our fortunes with Jewish pertinacity, and endure our misfortunes with Christian resignation." If woman is the eternal question, it is because of her greater scope. J. M. Barrie expresses this with a sort of despair, as if he had been bewildered, and had given it up, for he says, "A woman may be this or that, but a good cigar is a smoke." He also says that he married because he wanted plenty of hairpins to stick in his pipe. This wide range of the capacity of women was, I think, well expressed by the young miss who, feeling the eternal eagerness within which does want things, turned upon the irksome restraints of nature and exclaimed, "Well, I am tired of this,

for there is nothing that I ever want very much but it is either indigestible or highly improper." (Laughter and applause.)

We all know that woman is beautiful. Is there ever anything so uniform and black and probably bald as a dinner without woman? A men's dinner is certainly never beautiful, and it is rarely interesting unless they introduce something highly improper. It is the beauty of women that purchases the expensive corners and erects the lofty department stores. I know that women are beautiful, for it was my privilege to marry one hundred and thirty-four couples in one year, half of whom were women. During that year I became convinced that in the case of any given woman a man can be found to give evidence that she is beautiful. You might, in an odd case, have to hunt for the man, but he could be found. (Laughter.)

Then, recently, I went with some friends in a touring car for some fifteen hundred miles west from New York. Out through the States of Ohio, Indiana and Illinois, in harvest time, the men toil in the fields, and the "sweet work of nature by prime creation framed" goes shopping, riding three deep in a narrow-seated, covered buggy, the one on top holding the reins—not driving. At this particular time that species of hat was fashionable which you meet long before you arrive at the wearer—the kind that makes it necessary for a woman to run to keep under it. We were always concerned lest these hats flopping in the wind might frighten the automobile, and a contract was made that if the girl was ugly the chauffeur should get out and hold the horse, and if she was beautiful I should get out. I tell you that chauffeur had an easy time of it. (Laughter.)

Perhaps it might be interesting to know that if one

should ever be found who is not perfectly beautiful, there is an effective and permanent way by which she may become so without any help from the N. W. D. A.

You may possibly have heard this story: A man had married a girl who really was not beautiful; in fact, she was unnecessarily ugly, and after they had been married a short time he invited one of his best friends to dine with him. After dinner, when they were having their coffee and cigars, he said: "Well, Ben, what do you think of her?" "Well," Ben said, "I think she is all right." "Well," he said, "I tell you she is all right. She may not be pretty, but you know beauty is only skin deep, and, of course, if beauty is only skin deep, ugliness is only skin deep." So his friend smoked away and presently he said, "Jack, I think that is true. It may be so that beauty is only skin deep, and ugliness only skin deep, but if I were you, I would skin her." (Laughter.)

I would not dwell upon these exceptions were it not that it is the easiest way to prove my case. I put the hypothetical question to myself before coming here, Is woman beautiful? And I heard such a chorus of affirmatives that I said there is no use of elaborating that. Then it occurred to me that there might be some poor little fellow—a bachelor—who would protest, and so I said I will begin at the other end of the subject, by showing that the ones that he thinks ugly are not really so—very deep. (Applause.)

TOASTMASTER PETERS: Our next toast is "The Professions We Serve."

"We can not all be masters, nor all masters
Can not be truly followed."

Othello I, 3.

There was some doubt in the minds of the Committee whether, in view of the experiences through which the Association has passed, the next toast might not with propriety be entrusted to a lawyer. It was not admitted, however, that we serve that profession, except in the sense that "they also serve who only stand and wait," and our choice, therefore, fell upon our good friend, Dr. Charles F. Chandler, who embodies in his erudition and his well-earned titles the right to represent all of the professions which it is our pleasant duty to serve.

"THE PROFESSIONS WE SERVE"

RESPONSE BY DR. CHARLES F. CHANDLER

DR. CHARLES F. CHANDLER: Mr. President, Ladies and Gentlemen—I was rather surprised to be invited to come here to respond to the toast of the Wholesale Druggists for reasons which I may refer to later. But I am an optimist. I feel that everything is coming out all right. I remember that in ancient times, when a Christian was invited to grace a pagan feast, they wrapped him in cotton and soaked him with petroleum and set him on fire. Now you feed him sweetbreads and plover and champagne. Certainly, as the colored preacher said, the world do move.

I was surprised to be invited to address the Wholesale Druggists because of the abuse that has been heaped upon me in some of the pharmaceutical literature during the last three or four months, because I had not agreed with the retail druggists in certain legislation which they sought at Washington. But I have always been proud of my connection and association with the pharmaceutical

profession. According to the pharmaceutical literature for the last three or four months, I have been hampered with an enormous salary for lecturing at the College of Pharmacy. And I have gone back on the pharmaceutical profession! I may say I have practically served the pharmaceutical profession for really nothing for forty years. Forty years ago I was invited to take part in the development of the College of Pharmacy of the City of New York and help educate the pharmacist and help raise the pharmacist from the shopkeeper to the man of science—the professional man. And I have done all that in my power laid to accomplish that result. (Applause.) But there was a little College of Pharmacy with thirty-three students in a hired room in the University of New York. I gave them three evenings a week for five months in the year for less than nothing. I paid my own expenses, because I thought that there was no object to which I could devote my energies that would be of greater benefit to the human race than to help to elevate the pharmacists. (Applause.) And that little College of Pharmacy that had thirty-three students, when I used to go down there at 7 o'clock to work for two hours three nights a week for five months in the year, grew into an institution of four hundred students, and a year ago Columbia University said to us: "Will you come into Columbia University? (Applause.) Will you become a part of the second largest university in the Western Hemisphere?" That was a proud moment for my colleagues and myself, to feel that the efforts that we had made for pharmacy had been recognized, had been crowned with success, and to-day the College of Pharmacy of the City of New York is an integral part of the great university of this city. (Applause.)

You have asked me to respond to the toast, "The Professions We Serve." I have turned over in my mind what are the professions we serve. Why, every profession! Every human being within reach of the pharmaceutical establishment is served by the wholesale druggist and by the retail druggist. (Applause.) What could the physician do to relieve the sick and suffering; what could the physician do to prolong life without the services of the pharmacist—the scientific pharmacist, the educated pharmacist, the professional pharmacist? We serve every profession. And there is no piece of work that I have had to do with in my life that has given me greater pleasure than my connection with the College of Pharmacy in the pharmaceutical profession. I have never seen the red light or the blue light in front of the pharmacy but that I have felt, there is a friend; and I have rarely gone in, in later years, to a drug store in the city of New York that some young man has not come forward and held out his hand, and said: "Professor, I was in the class of '84; I was in the class of '73; I was in the class of '64." (Applause.) Why, I never have had a greater pleasure than in having been taken into the pharmaceutical profession. I am not a pharmacist. I am only a chemist; but I have pride and delight in my association with the pharmacists, and there is no profession in the whole list that stands higher in my estimation than the profession of the pharmacist. (Applause.) And yet, for the last three or four months, every issue of certain pharmaceutical journals have said disagreeable and unkind things about me, and when I was invited to come here and make a speech, although I knew I couldn't make a speech, I was pleased, and I am glad you gave me the invitation. I feel that there are some among you who know that when I opposed

a certain proposition, I did it from conscientious reasons. Perhaps it would be out of place for me to take your time to argue to-night the question at issue. I simply say that a bill was introduced into Congress, which, in my opinion, is an outrage on my chemical profession. I didn't go to Washington as the paid representative of any interest. I went there of my own accord, at my own expense, in the interest of my profession, to protect the chemical profession from misguided efforts on the part of persons who probably thought that they were right when they attempted to modify the patent law to rob the chemist of the rewards which the patent law offers to every inventor. The whole object of the patent law is to encourage invention by giving to the inventor a certain remuneration for a limited period of time—only seventeen years—for what he may invent for the benefit of the human race. Now, if a man who invents an improved mouse-trap is entitled to the protection of that invention, certainly the man who invents something that will relieve suffering and prolong life is entitled to the remuneration under the patent law. That is the whole issue, and that bill, which was introduced in Washington, was designed to rob the chemist under the mistaken idea that the retail druggist is going to get some benefit out of it. It would detain you too long for me to argue this question. I simply want to say to this audience, because I don't know that I shall ever have a chance again to say a word to the profession of the wholesale druggists, that it is a conscientious conviction on my part that the proposition is absolutely illogical, absolutely unjust, and that I am quite sure that it never can succeed. As Abraham Lincoln said: "You can fool some of the people part of the time; all of

the people some of the time ; but you can't fool all of the people all of the time."

I am very grateful to have an opportunity to meet the Wholesale Druggists here, and I am thankful to think they feel that they have a sentiment which leads them to wish to hear me say a word. I have worked in their interest for more than forty years, and I intend to work in their interest as long as I live, and anything I can do to make the pharmacist a man of science, and something more than a mere shopkeeper, is what I have at heart. (Applause.)

TOASTMASTER PETERS : Just what the Committee had in mind when it framed the toast "Commercial Diplomacy," I do not know, but from the fact that it sought the services of an eminent barrister to speak to the subject, and he accepted the invitation apparently with full concurrence in the sentiment, I am disposed to assume that the Committee believed the commercial diplomacy rested in the guidance of a good lawyer. In introducing Mr. W. D. Murphy, who will respond to the toast, I desire to prevent any confusion as to his identity by stating that he is a member of the Union League Club, instead of the club farther up the avenue, where there is a more numerous membership bearing the same patronymic.

"Commercial Diplomacy."

"'Tis my vocation, Hal, 'tis no sin for a man
To labor in his vocation."

King Henry IV, Part I, 1-2.

I have the honor of presenting Mr. W. D. Murphy.
(Applause.)

"COMMERCIAL DIPLOMACY"

RESPONSE BY MR. W. D. MURPHY

MR. W. D. MURPHY: Mr. Toastmaster, Ladies and Gentlemen—I thank you, Mr. Toastmaster, most heartily, for putting me right with at least a portion of the audience with that little statement which you made regarding my club connection.

If I am qualified to talk at all on diplomacy, I must square myself with the ladies, and I want to say that while I did not expect to find woman so well and so resplendently represented here to-night, I am certain that the combined energies and talent of the calling of the men here can never make her a drug upon the market! (Laughter and applause.)

But, sir, you have called upon me to-night to treat an entirely new proposition. I believe that this is the first time that that sentiment, "Commercial Diplomacy," has ever been trotted out on any track. When your Committee invited me on Saturday last to be present this evening and respond to a toast, and I set before them my eminent qualifications for responding to this toast, I showed so thoroughly my lack of diplomacy that the Committee at once suggested that I accept another assignment; but understanding that one of the main, basic qualities of successful diplomacy is an unyielding obstinacy, I am here to-night to try to fulfil the contract. But with a new topic and before a new audience, since this is the first time I have had the honor to meet with you, what wonder if I feel somewhat like that Irish stowaway upon an ocean steamer, who being discovered concealed in the hold, was pressed into active service in the crew. He knew nothing

whatever about a ship in any way. The captain, being a little shorthanded, put him on the fo'castle on a foggy night, and told him to shout out if he saw anything. The captain was rather nervous. He called to the lookout, "Do you see anything?" The answer came back, "Sure I do." The captain said, "What is it you see?" and the voice came back, through the foggy night, "I don't know really what it is, but it has a red and a green light on it, and I think it is a drug store!" (Laughter and applause.)

What need has the drug trade of diplomacy? Least of all of the commercial pursuits, I should say, were you in need of the arts of diplomacy. I understand that diplomacy is capable of the definition of being a gentle way of putting one's opponent to sleep; you can always "drug" him. Considering the question of commercial diplomacy in strictly commercial transactions of a bona fide and absolutely aboveboard character—for instance, suppose you sell a man a quarter of a mile of porous plaster (I bear in mind that you are wholesalers), and the plaster is as good as you represent it to be, and as good as the man expects it to be, why you "stick" him every time, without needing any diplomacy. (Laughter.)

Certainly there is a very popular form of diplomacy recognized as pertaining exclusively to the drug trade. I refer to the administration of bottled cocktails under the title of temperance tonics. (Laughter and applause.)

There are various types and varieties of diplomacy, known throughout the social and commercial world, but in order to be brief, as you all desire and as your Committee expressly stipulated that I should be, and as common sense dictates that I must be, I have divided my topic into some seven heads. I have attended some din-

ners where the seven heads were all right, but they developed next morning without any division. (Applause.)

Then there is the diplomacy of childhood, illustrated by this one-act comedy. Scene, a darkened chamber; hour, 2 A. M. *Dramatis personae*, a tired mother asleep in her bed, a sweet little four-year-old girl in her crib, but having retired at about 6 o'clock the afternoon previous, at 2 o'clock A. M. she was just beginning to wake up and take an interest in life. There was nothing wrong with the child, but she wanted to be sociable. After chiding her several times, the mother said: "Baby must lie down in her crib and be very quiet, or mamma will punish her hard." Through the still darkness of the night came the cheerful infantile voice: "Ring off, Central, you've got the wrong number."

Then there is the diplomacy of charitable sarcasm. A passenger was riding in a trolley car, watching the movements of a conductor very carefully. As the conductor came up to him a second time, he held out a nickel. The conductor looked at the nickel and then took it, and thinking there might be a trap intended, said: "I have your fare, sir." "I know that," said the passenger, "but this is for the company." The passenger wanted to give away money without giving offense. Once that was supposed to be dead easy, but in the recent developments within the Baptist denomination it has seemed that tainted money is hard to give away. (Applause.) Here again the drug trade looms up monumental and resplendent before the world—in the drug trade they have no tainted money, for none can exist. Any kind of circulating medium is thoroughly disinfected when passing through your chemical environment. Then there is the diplomacy of the restaurant. Said the diner, severely, to the waiter: "Waiter,

how do you pronounce oleomargerine?" The waiter answered, deferentially: "I pronounce it butter, or I lose my job." Then there is the diplomacy of supreme self confidence, confidence in one's own business sagacity and experience. Said Rachel, suddenly in the night, waking up: "Jacob, Jacob, wake up; we have forgotten something; our insurance policy runs out at 12 o'clock to-morrow." Jacob sleepily replied: "Don't worry; I bet you a thousand dollars that the fire engine runs out before that policy." (Laughter and applause.)

Then there is the diplomacy of philosophy. In a Chatham street pawnshop an Irishman came in leading a large setter dog, tied by the neck. Addressing the presiding genius of the pawnshop, he said: "Phwat will yer lend me on the dawg?" Said Mr. Isaacstein: "Vat is dis, the Bronx Park, you think this is a menagerie? If I lend you money on the dog, the appetite of the dog will make him eat up more than the interest on the money." Said the Irishman: "That is all right; I only want to leave him here a few minutes while I go and get a little breakfast, and I will take him out before he gets hungry." On that basis \$2 was advanced on the dog, and the dog was taken in. The pawnbroker thought it was a fine dog and he would put him in the window where he would attract attention to the store. A crowd gathered and looked in at the window. The Irishman, true to his word, shortly came up on the other side of the street, he whistled three times and the dog jumped through the window and started down Catharine street, dragging with him a table to which he had been tied. The pawnbroker shouted: "Rachel, Rachel, what shall we do, the dog has stolen the table." Said Rachel, who was the philosopher of the family, which often happens in the case of the wife: "Do

nothing, but thank God that that dog was not tied to the safe." (Great applause.)

Mr. Toastmaster, if after such a farcical beginning and at this late hour there is time for a single serious thought, which I shall promise you will be very brief, let us turn then our attention to commercial diplomacy in its relation to the development of our foreign trade. With the marvelous development of the internal commerce of the United States before our eyes, it is not necessary for you men of trade who have done so much to build up this wonderful result to pause at this late date and ask how it can be accomplished. Don't worry about its continuance. The policies of your commercial development are safe in the hands of those tried ministers, plenipotentiaries and envoys extraordinary, your commercial travelers; they will carry it on, but the question of foreign trade is open to further debate and improvement. Perhaps George Washington had this in mind when he said: "Our commercial policy should hold an even and impartial hand." Surely Theodore Roosevelt (great applause) was thinking of it when he wrote:

"It is discreditable to us as a nation that our merchant marine should be utterly insignificant in comparison with that of other nations which we overtop in other forms of business.

"We should not longer submit to conditions under which only a trifling portion of our great commerce is carried in our own ships.

"To remedy this state of things would not merely serve to build up our shipping interests, but would also result in benefit to all who are interested in the permanent establishment of a wider market for American products and would provide an auxiliary force for the navy.

"Ships work for their own countries just as railroads work for their terminal points. Shipping lines, if established to the principal countries with which we have dealings, would be of political as well as commercial benefit.

"From every standpoint it is unwise for the United States to continue to rely upon the ships of competing nations for the distribution of our goods."

That is from President Roosevelt's message to the Fifty-seventh Congress, the first session. If that is true, then, gentlemen, in what better channels can you exercise your commercial diplomacy than in helping to create a sentiment that will result in the enactment of wise legislation to promote the upbuilding of American manufactures and the American merchant marine? (Applause.) I am speaking earnestly to a body of business men representing perhaps a variety of opinions on public questions. I am told that representatives are here from the length and breadth of the country. The one idea that American manufacturers, in American ships, under the American flag, shall go forth to the confines of the earth, passing from man to man among your associates in daily life, may possibly be productive of shaping the course of sentiment so that it will in time reach the ears of Congress and proper legislation may be enacted. (Applause.) It has been a mooted question whether or not "the Constitution follows the flag," but there can be no question that, while commerce both precedes and follows the flag, it is best when it goes with the flag. (Applause.)

One word more and I am through. If your commercial diplomacy is to be worthy of such company, it must be of a character consistent with the greater diplomacy of William McKinley, Theodore Roosevelt, and of John Hay; the diplomacy of truth; of decent treatment be-

tween man and man; the supreme diplomacy of the Golden Rule. (Great applause.)

TOASTMASTER PETERS: The last toast is "Auld Lang Syne."

"I drink to the general joy o' the whole table."

Macbeth III, 4.

I was advised by the Committee that there would be no response to this toast unless I could find some one of our members who had never before spoken at a banquet of the Association. If Mr. J. C. Eliel were here we might have a response to this toast from him, but in his absence I shall therefore take the liberty of asking you to sing "Auld Lang Syne," and will declare this banquet adjourned.

The company sang "Auld Lang Syne," and then dispersed after one of the most enjoyable banquets ever given to the Association.

THE ENTERTAINMENT

The Committee charged with the work of providing the entertainment for the Association discharged their duties to the perfect satisfaction of all concerned. In a city like New York it was not hard to secure the co-operation of those engaged in the drug trade and allied branches. That this was cheerfully given is evidenced by the lavish character of the entertainment provided.

On Monday evening, October 2, the President's reception was held in the grand ballroom of the Hotel Astor and was a brilliant affair. The beautiful corridor and ad-

joining rooms were used for the company to assemble, and promptly at 9 o'clock, at the first sound of the music, the procession wended its way across the floor and congratulations and greetings commenced, with the receiving line headed by President and Mrs. Peter, who were assisted by the ladies and gentlemen of the local Reception Committee. After the reception there was a vaudeville entertainment in the small ballroom, followed by an elaborate collation served at handsomely decorated tables in the chain of rooms running along the south side of the hotel. After the supper the large ballroom was cleared for dancing, and a very large number took advantage of the opportunity to dance until after midnight.

On Tuesday there were carriage rides for the ladies under the guidance of Mrs. Samuel W. Fairchild, who took them to the Metropolitan Museum. Upon their return from this ride a delightful tea was served in the "Orangea" of the Hotel Astor, which afforded a comfortable rest and some recreation for the ladies. In the evening the entire company was taken to the Hippodrome, the largest theater in the United States. This wonderful place was a revelation to those who had not before visited it, and the performance provided a truly enjoyable occasion for all.

On Wednesday morning the ladies were taken to the shops, such as Tiffany's and Wanamaker's, and in the evening the annual banquet was served for ladies and gentlemen on the top floor of the hotel. This proved to be a delightful function, and the intermingling of the beautiful costumes of the ladies with the more sombre dress of the gentlemen, made a spectacle not often seen, even in New York. Of course the effect was heightened by the lights and flowers and other decorations. The

speeches, while somewhat brief, were to the point and loudly applauded. A full report of the banquet will be found in another part of the book. While the banquet was being served, handsome souvenirs were presented to both the ladies and the gentlemen. The ladies' souvenir was a dainty silver slipper fitted with a pincushion, which was greatly admired, as was also the silver pencil provided for the gentlemen.

On Thursday afternoon the ladies and gentlemen were taken for an automobile ride through Central Park and along Riverside Drive to Grant's tomb, returning by another route down Fifth Avenue. The members of the Committee and their assistants, who were distributed among the automobiles, were able to point out the different objects of interest and give the names of the owners of many of the palatial residences en route. At the conclusion of the ride an afternoon tea was served in the galleries of the "Orangea," in which both ladies and gentlemen participated. Vocal and instrumental music was furnished, and a pretty souvenir was distributed by the ever attentive proprietor of the Hotel Astor, Mr. Muschenheim. In the evening the entire party attended the Criterion Theater, where a charming performance of "Her Great Match" was given by Maxine Elliott and company.

On Friday the entire party was taken down the bay on the swift steamer "Sandy Hook," passing through "The Narrows" and down the Ship Channel and around Sandy Hook. The day was an ideal one, and almost every foot of the way was crowded with points of interest. The water was comparatively smooth, made so by an off-shore breeze, and the run across from Sandy Hook through Gedney Channel to the Crescent Club at Bay Ridge was

made with comfort and expedition. At the Crescent Club a so-called luncheon was served, but it really rose to the dignity of a dinner. The menu was as follows:

LUNCHEON AT CRESCENT CLUB, BAY RIDGE

| | |
|--|---------------------------|
| Cream of Oysters | |
| Celery | Olives |
| Fried Long Island Smelts, Sauce Tartar | |
| | <i>Moët & Chandon</i> |
| | <i>White Seal</i> |
| Stuffed Deviled Crabs, Baltimore | |
| Broiled Spring Chicken on Toast | |
| Green Peas | Potatoes Rissolee |
| | <i>White Rock</i> |
| Lettuce Salad | |
| Neapolitaine Ice Cream | |
| Neufchatel | Roquefort |
| Toasted Crackers | |
| Demi Tasse | |
| | <i>Cigars</i> |

There was no speech-making, but at the conclusion of the meal the party reëmbarked and a run up the Hudson River was made, passing close to the line of United States warships anchored there. As each ship was passed a national air was played by the band on the "Sandy Hook," and her flag was dipped as a salute to each one, which was returned in kind by every ship in the line, and all the officers and men came to the side and saluted as the steamer passed by. The "Sandy Hook" rounded at the end of the line and an exchange of salutes took place on the return run. The sight was an inspiring one, indeed, and was thoroughly enjoyed by all those who did not happen to be in attendance at the meeting being held be-

tween decks, where the installation of officers was conducted. The party were landed at 4 o'clock, and thus ended one of the most enjoyable meetings that this Association has ever had.

During the week there was considerable private entertaining and many dinners were given. The local members placed their private vehicles at the disposal of the visitors, and almost without exception the members of the trade, together with their families, lent their presence to every occasion, and vied with one another in extending a hearty welcome and many charming courtesies to their out-of-town visitors. During the entire week the weather proved delightful, which made it possible to enjoy the outdoor entertainments without inconvenience from cold or rain.

The hearty thanks of the Association for the magnificent entertainment provided by our New York friends were expressed in a fitting manner to the Committee, which was composed of the following gentlemen, all of New York City:

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT

Thomas P. Cook, Chairman.

William Hull Wickham.

Dr. William Jay Schieffelin.

Albert Plaut.

William P. Ritchey.

Charles S. Littell.

Samuel W. Fairchild.

Arthur A. Stilwell.

Thomas F. Main.

Brent Good.

John M. Peters.

Clarence G. Stone, Secretary.

Each member of the Committee was assigned to some particular feature of the entertainment, thus assuring careful attention to details, which were looked after thoroughly in every department.

The visiting ladies were the recipients of innumerable courtesies and the most gracious hospitality from the auxiliary committee of New York ladies, with the following members :

LADIES' COMMITTEE

Mrs. Samuel W. Fairchild, Chairman.
Mrs. William R. Kirkland.
Mrs. William Hull Wickham.
Mrs. William P. Ritchey.
Mrs. Charles S. Littell.
Mrs. Arthur A. Stilwell.
Miss Stilwell.
Mrs. Brent Good.
Mrs. C. C. Orcutt.
Mrs. H. T. Jarrett.
Mrs. Chas. J. Lynn.
Mrs. E. W. Fitch.
Mrs. Chas. A. Loring.
Mrs. S. H. Carragan.
Mrs. John M. Peters.
Miss Peters.
Mrs. Henry B. Platt.
Mrs. Thomas P. Cook.
Miss Cook.

The elaborate character of the entertainment provided at the New York meeting was in keeping with the reputation which the metropolis has always enjoyed for doing things on a generous scale, and the lavish hospitality extended by our New York friends made the meeting an altogether delightful and successful one.

ROSTER OF ATTENDANCE

GENTLEMEN

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- Allison, William O., "Oil, Paint & Drug Reporter," New York.
 Anderson, John, Charles Pfizer & Co., New York.
 Anderson, P. E., P. E. Anderson & Co., New York.
 Anderson, W. P., J. Hungerford Smith Co., Rochester, N. Y.
 Ansbacher, D. A., A. B. Ansbacher & Co., New York.
 Applewhite, H. T., The Coca-Cola Co., New York.
 Applin, Franklin S., Walker & Gibson, Albany, N. Y.
 Arcularius, F. H., Hefley-Arcularius Drug Co., Colorado Springs.
 Askew, E. S., Williams, Martin & Gray, Norfolk, Va.
- Badgely, C. M., Charles Pfizer & Co., New York.
 Bakst, M., Bakst Bros., New York.
 Barton, Charles, Powers-Weightman-Rosengarten Co., Philadelphia.
 Bateman, A., C. F. Boehringer & Soehne, New York.
 Beck, Henry J., Dodge & Olcott Co., Chicago.
 Beilstein, Christian, Dodge & Olcott Co., New York.
 Bell, Frank M., Armour & Co., Chicago.
 Bernstein, Charles, Lasker & Bernstein, New York.
 Bernstein, Allen Milton, Lasker & Bernstein, New York.
 Biebinger, O. L., Mallinckrodt Chemical Works, St. Louis.
 Black, Franklin, Charles Pfizer & Co., New York.
 Blanding, William O., Blanding & Blanding, Providence, R. I.
 Blanding, Richard W., Blanding & Blanding, Providence, R. I.
 Blanding, Alan C., Blanding & Blanding, Providence, R. I.
 Bowne, S. W., Scott & Bowne, New York.
 Brace, C. C., Denver Chemical Mfg. Co., New York.

- Bradley, John C., Denver Chemical Mfg. Co., New York.
Braker, Henry J., H. J. Baker & Bro., New York.
Breitenbach, M. J., M. J. Breitenbach Co., New York.
Brickelmaier, P. H., Henry Klein & Co., New York.
Brown, W. C., Orr, Brown & Price, Columbus, O.
Browning, E. C., Truslow & Fulle, Jersey City.
Brucker, Carl, Fritzsche Bros., New York.
Bruen, Albert, Bruen, Ritchey & Co., New York.
Bruen, Charles C., Bruen, Ritchey & Co., New York.
Buehler, Edward H., Chicago.
Burdal, A. H., William S. Merrell Chemical Co., Cincinnati.
Butler, Harry G., Fairchild Bros. & Foster, New York.
Byrnes, James W., Rogers & Pyatt, New York.
- Camp, Charles H., The Centaur Company, New York.
Carey, John N., Daniel Stewart Co., Indianapolis.
Carragan, S. H., Parke, Davis & Co., New York.
Carter, Fred L., Carter, Carter & Meigs, Boston.
Cavanaugh, A. J., Randolph Paper Box Co., Richmond, Va.
Chapman, Charles J., "The Western Druggist," New York.
Chapman, D. C., Chapman, White, Lyons Co., Knoxville, Tenn.
Chatfield, H. S., Rogers & Pyatt, New York.
Claflin, Arthur W., George L. Claflin Co., Providence, R. I.
Clark, Henry S., Schieffelin & Co., New York.
Clarke, Ira M., Paris Medicine Co., St. Louis.
Cobb, John P., Nelden-Judson Drug Co., Salt Lake City.
Colgate, Richard, Colgate & Co., New York.
Conley, W. W., Rio Chemical Co., New York.
Conner, W. A., Eli Lilly & Co., Indianapolis.
Cook, Charles, Cook, Everett & Pennell, Portland, Maine.
Cook, T. P., N. Y. Quinine & Chem. Wks., New York.
Cook, W. G., N. Y. Quinine & Chem. Wks., New York.
Cowan, David M., Plimpton, Cowan & Co., Buffalo, N. Y.
Cowee, James F., John L. Thompson, Sons & Co., Troy, N. Y.
Cox, J. H., The Tilden Co., New Lebanon, N. Y.
Crispell, Henry S., H. S. Crispell Co., Kingston, N. Y.

Crossman, T. E., Official Stenographer, New York.
 Crutchfield, D. C., Vaughn-Crutchfield Co., Winston-Salem, N. C.
 Culpepper, Charles E., The Coca-Cola Co., New York.
 Curtiss, Myers, National Licorice Co., Brooklyn, N. Y.
 Curtius, Thomas M., New York.
 Cutler, Charles F., Eastern Drug Co., Boston.

Daboll, H. H., Nichols & Harris, New London, Conn.
 Danforth, N. B., Wilmington, Del.
 Daugherty, D. P., Schoellkopf, Hartford & Hanna Co., New York.
 Davis, J. C., Davis-Bridham Drug Co., Denver, Colo.
 Davis, W. W., James A. Webb & Son, New York.
 Day, Martin H., Thompson & Norris Co., New York.
 Demarest, W. A., Charles N. Crittenton Co., New York.
 Derby, E. C., Buckeye Stamping Co., Columbus, O.
 Diamond, Peter, Delegate M. A. R. D., New York.
 Dickinson, E. E., E. E. Dickinson & Co., Essex, Conn.
 Diner, Jacob, Delegate M. A. R. D., New York.
 Dobbs, S. C., The Coca-Cola Co., Atlanta, Ga.
 Dohme, A. R. L., Sharp & Dohme, Baltimore.
 Douglas, W. S., Douglas Mfg. Co., New York.
 Dronberger, L. R., Mallinckrodt Chemical Works, St. Louis.
 Du Bois, Hugo, Roessler & Hasslacher Chemical Co. New York.
 Dudley, H. L., Baker Castor Oil Works, New York.
 Dusenberry, E. W., Fairchild Bros. & Foster, New York.

Ehrlich, B. H., M. J. Breitenbach Co., New York.
 Eliel, H. H., Eliel-Jerman Drug Co., Minneapolis.
 Errant, Joseph W., Attorney N. A. R. D., Chicago.
 Euler, C. S., Antoine Chiris, New York.
 Evans, Lee M., Peruna Drug Mfg. Co., Columbus, O.

Fairchild, Samuel W., Fairchild Bros. & Foster, New York.
 Fairchild, Benjamin T., Fairchild Bros. & Foster, New York.
 Fairchild, B. Tappin, Fairchild Bros. & Foster, New York.
 Fairchild, H. B., Hazeltine & Perkins Drug Co., Grand Rapids.

- Farrand, J. S., Jr., Farrand, Williams & Clark, Detroit.
Faxon, Frank A., Faxon, Horton & Gallagher, Kansas City.
Faxon, Henry D., Faxon, Horton & Gallagher, Kansas City.
Felt, Samuel, Samuel Felt Co., Watertown, N. Y.
Fernald, F. K., Dr. Miles Medical Co., Elkhart, Ind.
Field, James C., Delegate N. J. Pharm. Asso., Somerville, N. J.
Fish, Charles A., James Buchanan & Co., New York.
Fisher, George A., American Can Co., New York.
Fitch, E. W., Parke, Davis & Co., New York.
Fitz, Philip, White Rock Co. of New York, New York.
Fitzsimmons, C. J. A., Fitzsimmons, Gleeson & Co., New York.
Fletcher, Charles H., The Centaur Company, New York.
Foerster, J., Sharp & Dohme, New York.
Foster, Macomb G., Fairchild Bros. & Foster, New York.
Fowle, Seth A., Seth W. Fowle & Sons, Boston.
Fowler, Charles, Scott & Bowne, New York.
Fowler, P. H., Scott & Bowne, New York.
Fox, Clarence W., Fox, Fultz & Co., Boston.
Fulle, Charles A., Truslow & Fulle, Jersey City.
Fulle, J. H., Truslow & Fulle, Jersey City.
Fuller, George A., Antimigraine Co., Cleveland.
Fulton, Louis M., The Tarrant Co., New York.
- Gallagher, John C., Delegate N. A. R. D., Jersey City.
Gerity, W. S., Gerity Bros., Elmira, N. Y.
Gesell, W. J., Lehn & Fink, New York.
Gibson, Charles, Walker & Gibson, Albany, N. Y.
Gilbert, J. M., E. E. Dickinson & Co., Essex, Conn.
Giles, James F., American Hard Rubber Co., New York.
Gilman, John A., Gilman Bros., Boston.
Gleeson, C. L., P. E. Anderson & Co., New York.
Good, Brent, Carter Medicine Co., New York.
Good, H. H., Carter Medicine Co., New York.
Gray, George T., Williams, Martin & Gray, Norfolk, Va.
Gref, Anthony, Farbenfabriken of E. Co., New York.
Greil, Terry T., Greil Bros. Co., Montgomery, Ala.

Grote, F. C., Globe Chemical Co., Cincinnati.

Gunder, S. H., Dr. E. L. Graves Tooth Powder Co., Chicago.

Hahn, Frederick J., The Allcock Mfg. Co., New York.

Hall, H. J. S., Hall & Ruckel, New York.

Hall, Lucien B., Benton, Hall & Co., Cleveland.

Hamann, W. A., Roessler & Hasslacher Chem. Co., New York.

Harding, Herbert B., Humphreys' H. Med. Co., New York.

Hargrave, Newell H., Hall Capsule Co., Cincinnati.

Harper, W. T., Jr., J. W. Edgerly & Co., Ottumwa, Iowa.

Harrison, F. M., James A. Webb & Son, New York.

Harrison, Paul, James A. Webb & Son, New York.

Hasslacher, Jacob, Roessler & Hasslacher Chem. Co., New York.

Hawkes, A. W., General Chemical Co., Chicago.

Healy, Joseph, H. K. Mulford Co., Boston.

Henry, Frank S., Williams Mfg. Co., Cleveland.

Henry, George T., Marx & Rawolle, New York.

Hershey, H. H., Attorney Peruna Drug Mfg. Co., Columbus, O.

Hetherington, R. F., Borden's Condensed Milk Co., New York.

Heuman, Charles C., The Maltine Co., Brooklyn, N. Y.

Heyden, A. Von, Heyden Chemical Wks., New York.

Hillier, George R., R. Hillier's Son Co., New York.

Hillier, Isaac V. S., R. Hillier's Son Co., New York.

Hillyer, Edwin, American Hard Rubber Co., New York.

Himrod, Fred E., Himrod Mfg. Co., New York.

Hinchman, John M., Michigan Drug Co., Detroit.

Hinds, A. S., Portland, Maine.

Hoagland, Ralph P., Hoagland & Mansfield, Boston.

Holliday, F. E., N. W. D. A., Indianapolis.

Hood, C. I., C. I. Hood Co., Lowell, Mass.

Hopkins, J. L., J. L. Hopkins & Co., New York.

Horlick, A. J., Horlick's Malted Milk Co., Racine, Wis.

Horner, James B., New York.

Hover, W. A., W. A. Hover & Co., Denver, Colo.

Hubbard, Charles, Charles Hubbard, Son & Co., Syracuse, N. Y.

Hubbard, Chas. H., Chas. Hubbard, Son & Co., Syracuse, N. Y.

Hueston, E. J., The Goyer Co., Greenville, Miss.

Humphreys, Dr. F. H., Humphreys' H. Med. Co., New York.

Jadwin, O. H., New York.

Janvier, W. R., Pears' Soap, New York.

Jaros, J. N., Mariani & Co., New York.

Jennings, H. N., Gregory & Jennings Co., New York.

Johnson, Brooks, French Lick Springs Hotel Co., French Lick, Ind.

Johnson, C. R., Borden's Condensed Milk Co., New York.

Johnson, George L., Ph. Morton Co., Cincinnati.

Johnston, R. S., Merck & Co., New York.

Jones, C. S., Powers-Weightman-Rosengarten Co., Philadelphia.

Junkermann, F., Churchill Drug Co., Cedar Rapids, Iowa.

Kathrens, J. R., Pabst Brewing Co., Milwaukee.

Kaufman, W. B., Parke, Davis & Co., New York.

Kauffman, L. B., Kauffman-Lattimer Co., Columbus, O.

Kennedy, Alfred H., Charles N. Crittenton Co., New York.

Killeen, E. V., George Lueders & Co., New York.

Kilmer, Fred B., Johnson & Johnson, New Brunswick, N. J.

King, W. H., W. H. King Drug Co., Raleigh, N. C.

Kirk, Dr. W. E. J., Borden's Condensed Milk Co., New York.

Kirkland, H. McK., N. Y. Quinine & Chem. Wks., New York.

Kirkland, William R., Fairchild Bros. & Foster, New York.

Klatte, J. Andrew, Apollinaris Agency Co., New York.

Kline, M. N., Smith, Kline & French Co., Philadelphia.

Koehler, Julius, Fritzsche Bros., New York.

Kuebler, William O., Roeber & Kuebler, Newark, N. J.

Lamar, W. D., Lamar & Rankin Drug Co., Atlanta, Ga.

Lampa, R. R., Lehn & Fink, New York.

Lance, P. R., William R. Warner & Co., New York.

Lasker, W. M., Lasker & Bernstein, New York.

Lauer, Ed J., Magnus & Lauer, New York.

Leeming, Thomas L., Thomas Leeming & Co., New York.

Lester, C. H., Whitall-Tatum Co., New York.
Levi, Emil, C. F. Boehringer & Soehne, New York.
Lillard, Benjamin, "Practical Druggist," New York.
Lilly, J. K., Eli Lilly & Co., Indianapolis.
Littell, C. S., R. W. Robinson & Son Co., New York.
Lodge, H. S., George S. Mephram & Co., East St. Louis, Ill.
Loring, C. A., Powers-Weightman-Rosengarten Co., Philadelphia.
Lueders, George, George Lueders & Co., New York.
Lyman, Charles, The Lyman-Knox Co., Ltd., Montreal, Can.
Lynn, Charles J., Eli Lilly & Co., New York.

McCotter, S. G., S. G. McCotter & Co., New York.
McKesson, Donald, McKesson & Robbins, New York.
McKesson, Irving, McKesson & Robbins, New York.
McKesson, John, McKesson & Robbins, New York.

Mackay, George S., Parke, Davis & Co., Detroit.
Magnus, P. C., Magnus & Lauer, New York.
Main, Thomas F., The Tarrant Co., New York.
Major, Alphonse, Major Cement Co., New York.
Marcus, A. J., American Can Co., New York.
Marsh, F. A., Baker Castor Oil Wks., New York.
Martin, Charles S., Spurlock-Neal Co., Nashville, Tenn.
Massingham, S., Shipley-Massingham Co., Pittsburgh, Pa.
Matthews, Charles E., Sharp & Dohme, Chicago.
Mayo, Caswell A., "American Druggist," New York.
Meehan, C. R., A. A. Stilwell, New York.
Merrell, George, William S. Merrell Chem. Co., Cincinnati.
Merrell, G. R., J. S. Merrell Drug Co., St. Louis.
Merrell, Irving S., C. W. Snow & Co., Syracuse, N. Y.
Merritt, Hiram, Theodore Merritt's Sons, Newburgh, N. Y.
Mersereau, William S., Schieffelin & Co., New York.
Meyer, Theo. F., Meyer Bros. Drug Co., St. Louis.
Michaels, C. F., Langley & Michaels Co., San Francisco.
Miller, Adolph W., Aschenbach & Miller, Philadelphia.
Miller, Chas. B., Goldsboro Drug Co., Goldsboro, N. C.

- Miller, C. C., Burlington Drug Co., Burlington, Vt.
Miller, W. C., Bodeker Drug Co., Richmond, Va.
Minor, G. G., Owens & Minor Drug Co., Richmond, Va.
Moffitt, Samuel, Marvel Co., New York.
Moneypenny, S. M., Schoellkopf, Hartford & Hanna Co., New York.
Mooney, Wm. J., Mooney-Mueller Drug Co., Indianapolis.
Moore, W. G., Dodge & Olcott Co., New York.
More, A. J., Hornick, Hess & More, Sioux City, Iowa.
Morrison, Jas. W., Morrison, Plummer & Co., Chicago.
Morse, F. P., J. M. Grosvenor & Co., Boston.
Mott, B. I., Ladd & Coffin, New York.
Moxley, G. B., A. Kiefer Drug Co., Indianapolis.
Mulford, H. K., H. K. Mulford Co., Philadelphia.
Murray, W. J., Murray Drug Co., Columbia, S. C.
Muth, Jno. C., Muth Bros & Co., Baltimore.
- Nelson, E. H., Nelson, Baker & Co., Detroit.
Northington, M. P., Doster-Northington Drug Co., Birmingham, Ala.
- O'Connell, John, White Rock Co. of New York, New York.
Ogborn, W. Howard, Cincinnati, Ohio.
Olney, A. R., Olney & McDaid, Clinton, Iowa.
Orcutt, C. C., Carter Medicine Co., New York.
Osborne, Jno., Jas. Buchanan & Co., New York.
Oxley, F. N., Seabury & Johnson, Chicago.
- Page, Albion L., Vapo-Cresolene Co., New York.
Page, Geo. S., United Zinc & Chem. Co., Kansas City.
Page, J. Seaver, F. W. Devoe & C. T. Reynolds Co., New York.
Parry, J. W., Merck & Co., New York.
Perkins, J. W., J. W. Perkins Co., Portland, Maine.
Peter, M. Cary, Peter-Neat-Richardson Co., Louisville, Ky.
Peter, R. A., Arthur Peter & Co., Louisville, Ky.
Peters, John M., Wm. J. Matheson & Co., New York.
Pfromm, Adam, Pfromm & Kindig, Philadelphia.

- Pierce, R. V., World's Dispensary Med. Asso., Buffalo.
 Pierce, Hugh C., World's Dispensary Med. Asso., Buffalo.
 Pierson, Romaine, "American Druggist," Chicago.
 Pinckney, Orient C., Himrod Mfg. Co., New York.
 Planten, H. R., H. Planten & Son., Brooklyn, N. Y.
 Plocheck, Godfrey, The Coca-Cola Co., New York.
 Polk, C. F., Polk & Calder Drug Co., Troy, N. Y.
 Polk, R. S., Polk & Calder Drug Co., Troy, N. Y.
 Polk, Wm. F., Polk & Calder Drug Co., Troy, N. Y.
 Pope, L. L., Lawrence-Williams Co., Cleveland.
 Potts, Chas. E., C. E. Potts Drug Co., Wichita, Kans.
 Purcell, Thos. W., Purcell, Ladd & Co., Richmond, Va.
- Reeves, Wm. B., The Coca-Cola Co., New York.
 Richardson, A. G., J. Hungerford Smith Co., Rochester, N. Y.
 Richardson, F. H., Jos. Middleby, Jr., Inc., Boston.
 Riley, J. B., Lamar, Taylor & Riley Drug Co., Macon, Ga.
 Risley, Geo. R., National Remedy Co., New York.
 Ritchey, W. P., Bruen, Ritchey & Co., New York.
 Robeson, W. B., Antoine Chiris, New York.
 Robinson, F. M., R. W. Robinson & Son Co., New York.
 Robinson, J. C., Powers-Weightman-Rosengarten Co., Dallas, Tex.
 Rosengarten, A. G., Powers-Weightman-Rosengarten Co., Philadelphia.
 Rosengarten, Dr. Geo. D., Powers-Weightman-Rosengarten Co., Philadelphia.
 Rosengarten, H. B., Powers-Weightman-Rosengarten Co., Philadelphia.
 Rossiter, J. W., Powers-Weightman-Rosengarten Co., Chicago.
 Rowe, R. P., National Lead Co., New York.
 Rowe, Wm. F., Whitall-Tatum Co., New York.
 Rowell, E. N., E. N. Rowell Co., Batavia, N. Y.
 Rowley, W. E., Schoellkopf, Hartford & Hanna Co., New York.
 Rucker, C. A., Swift Specific Co., Atlanta, Ga.
 Ryan, Earl, Pacific Coast Borax Co., New York.

- Sale, L. D., Western Wholesale Drug Co., Los Angeles.
Sayre, Edward A., Delegate N. J. Pharm. Asso., Newark, N. J.
Schall, Edw. J., Meyer Bros. Drug Co., St. Louis.
Schieffelin, Wm. Jay, Schieffelin & Co., New York.
Schilz, H. J., John H. Sheehan Co., Utica, N. Y.
Schneider, F. W., Geo. Lueders & Co., Chicago.
Schnell, H. J., "Oil, Paint & Drug Reporter," New York.
Schweitzer, H., Farbenfabriken of E. Co., New York.
Scott, Jno. M., John M. Scott & Co., Charlotte, N. C.
Seabury, Geo. J., Seabury & Johnson, New York.
Searles, A. Clayton, Delegate N. A. R. D., New York.
Seelman, M. S., A. Isaacs & Co., New York.
Shaw, E. H., Lehn & Fink, New York.
Shaw, James G., Thurston & Braidich, New York.
Shea, Thomas H., Prince Medicine Co., Cambridge, Mass.
Sheets, E. A., Denver Chem. Mfg. Co., New York.
Shoemaker, C. F., Shoemaker & Busch, Philadelphia.
Shoemaker, Thos. E., Robert Shoemaker & Co., Philadelphia.
Simon, George, The Heyden Chemical Wks., New York.
Skillman, Harry, Parke, Davis & Co., Detroit.
Smart, J. W., Saginaw Valley Drug Co., Saginaw, Mich.
Smith, A. E., Columbia Drug Co., Savannah, Ga.
Smith, C. H., Truslow & Fulle, Jersey City.
Smith, Clarence P., C. B. Smith & Co., Newark, N. J.
Smith, F. M., H. J. Baker & Bro., New York.
Smith, Newton C., Apothecaries Hall Co., Waterbury, Conn.
Smith, Walter V., V. H. Smith & Co., Philadelphia.
Smylie, Adolphe E., National Licorice Co., Brooklyn, N. Y.
Snow, C. W., C. W. Snow & Co., Syracuse, N. Y.
Snowber, John L., Eimer & Amend, New York.
Somers, Arthur S., Fred L. Lavanburg, New York.
Souers, Webb, Iowa Drug Co., Des Moines, Iowa.
Spratt, John C., Parke, Davis & Co., Detroit.
Spray, John F., Sharp & Dohme, New York.
Squibb, Chas. F., E. R. Squibb & Sons, New York.
Stallman, A. C., Stallman & Fulton Co., New York.

- Stallman, F. L., Stallman & Fulton Co., New York.
 Starkey, W. W., George A. Kelly Co., Pittsburgh.
 Staudinger, Chas. W., Anheuser-Busch Brewing Asso., St. Louis.
 Stauffen, Ernest, Sharp & Dohme, New York.
 Stearns, F. S., F. Stearns Co., Detroit.
 Stephens, A. J., Johnson & Johnson, New York.
 Stewart, A. B., Stewart & Holmes Drug Co., Seattle, Wash.
 Stewart, M. W., Christie-Groover Drug Co., Jacksonville, Fla.
 Stewart, Newell H., Powers-Weightman-Rosengarten Co., Philadelphia.
 Stewart, W. B., Allcock Mfg. Co., New York.
 Stilwell, Arthur A., New York.
 Stone, Clarence G., Lambert Pharmacal Co., New York.
 Stone, I. Frank, Schoellkopf, Hartford & Hanna Co., New York.
 Strong, S. E., Strong, Cobb & Co., Cleveland.
 Strong, Wm. B., Jerman, Pfeuger & Kuehmsted Co., Milwaukee.
 Swift, E. G., Parke, Davis & Co., Detroit.
 Talbott, W. A., The Piso Co., Warren, Pa.
 Tatum, A. H., Whitall-Tatum Co., New York.
 Taylor, E. D., Powers-Taylor Drug Co., Richmond, Va.
 Taylor, G. H., C. I. Hood Co., Lowell, Mass.
 Thol, Arthur G., Rogers & Pyatt, New York.
 Timolat, J. G., Oakland Chemical Co., New York.
 Toms, J. E., Secretary N. W. D. A., Indianapolis.
 Tracey, E. C., American Soda Fountain Co., Boston.
 Tuppe, Frank E., "Oil, Paint & Drug Reporter," New York.
 Turrell, Herbert, Parke, Davis & Co., New York.
 Tuttle, S. A., Tuttle's Elixir Co., Boston.
 Tye, R. L., Merck & Co., New York.
 Tyler, C. E., Tyler & Finch Co., New York.
 Upjohn, F. L., Upjohn Pill Co., New York.
 Usher, Frederick, Chas. Pfizer & Co., New York.
 Van Alen, B. T., C. F. Boehringer & Soehne, Chicago.
 Van Natta, T. F., Van Natta-Lynds Drug Co., St. Louis.
 Velsor, Jos. A., Peek & Velsor, New York.

- Wagner, H. M., J. L. Hopkins & Co., New York.
Wakefield, B. F., Tyler & Finch Co., New York.
Wakefield, Oscar, C. Wakefield & Co., Bloomington, Ill.
Walding, Wm. J., Walding, Kinnan & Marvin Co., Toledo, O.
Wanner, Wm. H., Rogers & Pyatt, New York.
Ward, Marion, Ward Bros. Drug Co., Indianapolis.
Ward, Rodney A., The Maltine Co., Brooklyn, N. Y.
Warner, Wm. S., Pacific Coast Borax Co., New York.
Watermeyer, F. E., Fritzsche Brös., New York.
Waugh, Eugene, General Chemical Co., New York.
Weber, Ferd., Geo. Lueders & Co., New York.
Weicker, Theo., E. R. Squibb & Sons, New York.
Weil, Jacob, Britt, Loeffler & Weil, New York.
Weisz, Chas. O., E. Fougera & Co., New York.
Weller, C. F., Richardson Drug Co., Omaha, Neb.
Wells, E. G., M. J. Breitenbach Co., New York.
Wertheimer, H. N., A. Isaacs & Co., New York.
West, Chas. A., Eastern Drug Co., Boston.
West, C. H., Moffitt-West Drug Co., St. Louis.
Wheaton, T. C., Delegate N. J. Pharm. Assn., Millville, N. J.
White, I. S., Hartz & Bahnsen Co., Rock Island, Ill.
Whiting, A. E., Grasselli Chemical Co., Cleveland.
Whitman, W. J., Merck & Co., New York.
Whittlesey, Chas. W., Chas. W. Whittlesey Co., New Haven,
Conn.
Wichelns, F., Anglo-American Drug Co., New York.
Wickham, Wm. Hull, McKesson & Robbins, New York.
Wilcox, Levi, Apothecaries Hall Co., Waterbury, Conn.
Williams, Geo. G., E. L. Patch Co., Boston.
Wiltsee, Lee, Wm. S. Merrell Chemical Co., Cincinnati.
Wirth, Rudolph, E. Fougera & Co., New York.
Woodward, H. J., Allaire, Woodward & Co., Peoria, Ill.
Yahr, F. T., Yahr & Langé Drug Co., Milwaukee.
Young, W. B., Lee & Osgood Co., Norwich, Conn.
Zabriskie, C. B., Pacific Coast Borax Co., New York.

LADIES

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Allen, Mrs. C. D., Des Moines, Iowa.
 Allison, Mrs. Wm. O., New York.
 Allison, Miss Kathryn Floyd, New York.
 Anderson, Mrs. W. P., Rochester.
 Arcularius, Mrs. F. H., Colorado Springs.

Badgely, Mrs. C. M., New York.
 Baker, Mrs. H. F., Baltimore.
 Biebinger, Mrs. O. L., St. Louis.
 Blanding, Mrs. Wm. O., Providence, R. I.
 Blanding, Mrs. R. W., Providence, R. I.
 Bradley, Mrs. J. C., New Haven, Conn.
 Brucker, Mrs. Carl, New York.
 Bruen, Mrs. Albert, New York.
 Bruen, Mrs. C. C., New York.
 Buehler, Mrs. E. H., Chicago.
 Butler, Mrs. H. W., New York.
 Butler, Miss Helen, Providence, R. I.

Cahoon, Mrs. Mary B., Portland, Me.
 Camp, Mrs. C. H., New York.
 Camp, Miss Ersie, New York.
 Campbell, Mrs. Milton, Philadelphia.
 Carey, Mrs. J. N., Indianapolis.
 Carragan, Mrs. S. H., New York.
 Case, Mrs. F. C., Cleveland.
 Claflin, Mrs. A. W., Providence, R. I.
 Claflin, Miss, Providence, R. I.
 Cook, Mrs. Chas., Portland, Me.
 Cook, Mrs. T. P., New York.
 Cook, Miss S. E., New York.

Cowan, Mrs. D. M., Buffalo.
Cowee, Mrs. Jas. F., Troy, N. Y.
Cox, Mrs. J. H., New Lebanon, N. Y.
Crossman, Mrs. T. E., New York.
Cunner, Mrs. H. W., Boston.
Cunner, Miss, Boston.
Cutler, Mrs. C. F., Boston.

Danforth, Mrs. N. B., Wilmington, Del.
Daugherty, Mrs. D. P., St. Louis.
Davis, Mrs. H. W., Madison, N. J.
Davis, Mrs. J. C., Denver, Colo.
De Bussy, Mrs. A. D., New Haven, Conn.
Demarest, Mrs. W. A., Brooklyn.
Derby, Mrs. E. C., Columbus, O.
Dickinson, Mrs. E. E., Essex, Conn.
Dodsworth, Mrs. L. A., Charlotte, N. C.
Dohme, Mrs. A. R. L., Baltimore.
Dohme, Miss Adele, Baltimore.
Dohme, Miss Louise, Baltimore.
Dronberger, Mrs. L. R., St. Louis.
Duryea, Miss, New York.

Euler, Miss Julia, New York.
Fairchild, Mrs. S. W., New York.
Felt, Mrs. Samuel, Watertown, N. Y.
Field, Mrs. Jas. C., Somerville, N. J.
Fitch, Mrs. E. W., New York.
Fowle, Miss Cora, New York.
Fox, Mrs. C. W., Boston.
Fox, Miss, Boston.
Fulle, Mrs. Chas. A., Jersey City.
Fuller, Mrs. G. A., New York.

Gerity, Mrs. W. S., Elmira, N. Y.
Gesell, Mrs. W. J., New York.

Gill, Mrs. J. B., Columbus, O.
 Gill, Miss, Columbus, O.
 Good, Mrs. Brent, New York.
 Gray, Miss, New York.
 Greil, Miss Lottie, Montgomery, Ala.

Hall, Mrs. L. B., Cleveland.
 Hall, Miss Amey E., Cleveland.
 Hall, Mrs. P. E., Detroit.
 Hamann, Mrs. Wm. A., New York.
 Harbaugh, Mrs. M. E., Cleveland.
 Harding, Mrs. H. B., New York.
 Harrison, Mrs. F. M., New York.
 Hasslacher, Mrs. Jacob, New York.
 Henry, Mrs. F. S., Cleveland.
 Hillier, Mrs. Geo. R., New York.
 Hillier, Mrs. I. V. S., New York.
 Hinchman, Mrs. Jno. M., Detroit.
 Hinds, Mrs. A. S., Portland, Me.
 Holzhauer, Mrs. Chas., Newark, N. J.
 Hooker, Mrs. W. H., Buffalo, N. Y.
 Horner, Miss L. Elsie, New York.
 Hover, Mrs. W. A., Denver.
 Hubbard, Mrs. Chas., Syracuse, N. Y.
 Hubbard, Mrs. Chas. H., Syracuse, N. Y.
 Hubbard, Miss Ida Florence, Syracuse, N. Y.
 Hufschmidt, Miss, Lansing, Ia.
 Humphreys, Mrs. F. H., New York.

Janvier, Mrs. Walter, New York.
 Jarrett, Mrs. H. T., New York.
 Johnson, Mrs. Geo. L., Cincinnati.
 Johnston, Mrs. R. S., Chicago.
 Junkermann, Mrs. F., Cedar Rapids, Ia.
 Junkermann, Miss, Cedar Rapids, Ia.

Kathrens, Mrs. J. R., Milwaukee.
Kauffman, Mrs. L. B., Columbus, O.
Kauffman, Miss, Columbus, O.
Kline, Mrs. M. N., Philadelphia.
Kirkland, Mrs. Wm. R., New York.
Kuebler, Mrs. W. O., Newark, N. J.

Lamar, Mrs. W. D., Atlanta, Ga.
Lampa, Mrs. R. R., New York.
Lance, Mrs. P. R., New York.
Lilly, Mrs. J. K., Indianapolis.
Littell, Mrs. C. S., New York.
Lodge, Mrs. F. H., New York.
Loring, Mrs. C. A., New York.
Lynn, Mrs. Chas. J., New York.

McAllister, Mrs. K. F., Philadelphia.
McKesson, Mrs. Irving, New York.
McKesson, Mrs. John, New York.

Magnus, Mrs. G. C., New York.
Major, Mrs. A., New York.
Martin, Mrs. Chas. S., Nashville, Tenn.
Massingham, Mrs. Sherman, Pittsburgh.
Merrell, Mrs. Geo. R., St. Louis.
Merrell, Mrs. Irving S., Syracuse, N. Y.
Meyer, Mrs. T. F., St. Louis.
Miller, Mrs. C. B., Goldsboro, N. C.
Miller, Mrs. C. C., Burlington, Vt.
Minor, Mrs. G. G., Richmond, Va.
Moffitt, Mrs. Samuel, New York.
Moneypenny, Mrs. S. M., Brooklyn.
More, Mrs. A. J., Sioux City, Ia.

Orcutt, Mrs. C. C., New York.

Parry, Mrs. J. W., New York.
 Perkins, Miss Maud B., Portland, Me.
 Perry, Miss Helen, New York.
 Peter, Mrs. M. C., Louisville, Ky.
 Peter, Mrs. R. A., Louisville, Ky.
 Peter, Miss L. L., Louisville, Ky.
 Peters, Mrs. J. M., New York.
 Peters, Miss, New York.
 Pierce, Mrs. R. V., Buffalo, N. Y.
 Pierce, Mrs. Hugh C., Buffalo, N. Y.
 Pinckney, Mrs. O. C., New York.
 Platt, Mrs. Henry B., New York.
 Pope, Mrs. L. L., Cleveland.
 Potts, Mrs. C. E., Wichita, Kan.
 Probst, Mrs. Arnold, New York.
 Pyatt, Mrs. R., New York.

Randolph, Mrs. N. V., Richmond, Va.
 Reeves, Mrs. W. B., Atlanta, Ga.
 Robeson, Mrs. W. B., New York.
 Robinson, Mrs. W. R., New York.
 Rogers, Mrs. A. R., New York.
 Rowe, Mrs. Wm. F., New York.
 Rowe, Miss, New York.
 Richardson, Mrs. A. G., Rochester, N. Y.
 Ritchey, Mrs. W. P., New York.

Sale, Mrs. L. D., Los Angeles, Cal.
 Sayre, Mrs. E. A., Orange, N. J.
 Schall, Mrs. E. H., New York.
 Schall, Mrs. E. J., St. Louis.
 Schnell, Mrs. Harry J., New York.
 Scott, Mrs. Jno. M., Charlotte, N. C.
 Scott, Mrs. Wm., Indianapolis.
 Searles, Mrs. A. C., New York.
 Seelman, Mrs. M. S., New York.

- Seelman, Miss Helen, New York.
Shaw, Mrs. E. H., New York.
Shea, Mrs., Boston.
Shoemaker, Mrs. C. F., Philadelphia.
Shoemaker, Miss J. C., Philadelphia.
Smart, Mrs. J. W., Saginaw, Mich.
Smith, Mrs. C. H., Jersey City.
Smith, Mrs. W. V., Philadelphia.
Snow, Mrs. C. W., Syracuse, N. Y.
Spratt, Mrs. J. C., Detroit.
Stewart, Mrs. Newell H., New York.
Stilwell, Mrs. A. A., New York.
Stilwell, Miss Hazel, New York.
Stone, Mrs. I. Frank, New York.
- Taylor, Mrs. E. D., Richmond, Va.
Turrell, Mrs. Herbert, New York.
Tuttle, Mrs. S. A., Boston.
- Voorhees, Mrs. C. C., Boston.
Voorhees, Mrs. F. C., Boston.
- Wakefield, Mrs. O., Bloomington, Ill.
Weil, Mrs. Jacob, New York.
Weller, Mrs. C. F., Omaha, Neb.
Weller, Miss Agnes, Omaha, Neb.
West, Mrs. C. H., St. Louis.
White, Mrs. I. S., Rock Island, Ill.
Whiting, Mrs. A. E., Cleveland.
Wickham, Mrs. Wm. Hull, New York.
Woodward, Mrs. H. J., Peoria, Ill.
- Young, Mrs. W. B., Norwich, Conn.

IN MEMORIAM

| | |
|----------------------------|-----------|
| JAMES McCORD..... | 1841-1904 |
| WILLIAM D. PHILLIPS..... | 1852-1904 |
| JAMES RICHARDSON, JR..... | 1855-1905 |
| WILLIS BAILEY | 1838-1905 |
| W. A. NELDEN..... | 1853-1905 |
| JAMES A. SMITH..... | 1848-1905 |
| JOSEPH E. GOOLD..... | 1843-1905 |
| JULIAN E. JOHNSTON..... | 1869-1905 |
| CHRISTIAN F. G. MEYER..... | 1830-1905 |
| J. HERBERT BAGG..... | 1868-1905 |

DECEASED MEMBERS

FROM ORGANIZATION OF THE WESTERN WHOLESALE DRUGGISTS'
ASSOCIATION IN 1876 TO 1905.

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| | Elected | Died |
|----------------------------|---------|------|
| Allen, Alfred F..... | 1876 | 1884 |
| Allen, Thomas H. C..... | 1884 | 1900 |
| Ayer, James C..... | 1883 | 1878 |
| Bagg, J. Herbert..... | 1900 | 1905 |
| Bailey, Kennedy Brown..... | 1882 | 1903 |
| Bailey, Willis..... | 1899 | 1905 |
| Barker, T. B..... | 1892 | 1897 |
| Bauer, Samuel M..... | 1898 | 1903 |
| Baumer, Francis..... | 1895 | 1897 |
| Bedford, Peter W..... | 1883 | 1892 |
| Bennett, Joseph S..... | 1878 | 1892 |
| Bigelow, E. A..... | 1883 | 1896 |
| Billings, Charles E..... | 1878 | 1892 |
| Blake, Thomas Nelson..... | 1903 | 1903 |
| Blanding, William B..... | 1879 | 1892 |
| Bodeker, Henry..... | 1887 | 1889 |
| Boehringer, E..... | 1885 | 1892 |
| Bour, Philip Andre..... | 1889 | 1899 |
| Bowen, Henry..... | 1885 | 1896 |
| Bradfield, Josiah..... | 1883 | 1885 |
| Braidich, Adolph F..... | 1894 | 1902 |
| Braker, Conrad, Jr..... | 1883 | 1890 |
| Brandreth, George A..... | 1883 | 1897 |
| Brown, William H..... | 1882 | 1889 |
| Browning, Robert..... | 1876 | 1891 |
| Bruen, Oscar H..... | 1887 | 1892 |
| Burdsal, James S..... | 1876 | 1899 |
| Burnett, Joseph..... | 1885 | 1894 |

| | Elected | Died |
|---------------------------------|---------|------|
| Burroughs, S. M..... | 1893 | 1895 |
| Button, Charles P..... | 1893 | 1897 |
| Button, Henry H..... | 1876 | 1889 |
| Calhoun, Frederick Sanford..... | 1893 | 1899 |
| Carnrick, John | 1882 | 1903 |
| Carter, Solomon..... | 1883 | 1892 |
| Case, William Townley..... | 1888 | 1901 |
| Chapin, Frederick H..... | 1883 | 1900 |
| Chapman, John Ellis..... | 1890 | 1900 |
| Chiris, Leon..... | 1896 | 1900 |
| Claflin, William Lyman..... | 1887 | 1903 |
| Clark, Harvey Coe..... | 1893 | 1902 |
| Cobb, Ahira..... | 1876 | 1882 |
| Coffin, Andrew G..... | 1883 | 1897 |
| Colgate, Bowles..... | 1883 | 1902 |
| Colgate, Samuel..... | 1883 | 1897 |
| Coombs, Robert Duncan..... | 1882 | 1904 |
| Cowee, David..... | 1883 | 1887 |
| Crenshaw, Edmund A..... | 1882 | 1894 |
| Crockett, J. Henry..... | 1883 | 1891 |
| Cutler, E. Waldo..... | 1883 | 1896 |
| Cutler, George..... | 1883 | 1898 |
| Cutler, William J..... | 1883 | 1894 |
| Damon, Albert F..... | 1885 | 1887 |
| Davis, Dr. E. H..... | 1893 | 1896 |
| DeGolyer, Joseph..... | 1883 | 1888 |
| Demoville, J. F..... | 1878 | 1884 |
| Deyoe, F. W..... | 1883 | 1896 |
| Dick, Dundas..... | 1885 | 1892 |
| Dodge, James M..... | 1884 | 1887 |
| Dodge, Richard J..... | 1883 | 1891 |
| Dohmen, Frederick..... | 1883 | 1898 |
| Drake, P. H..... | 1882 | 1882 |
| Edgerly, J. W..... | 1888 | 1894 |
| Eisenbeis, G..... | 1885 | 1896 |
| Erhart, Charles F..... | 1878 | 1891 |
| Fahnestock, B. L..... | 1876 | 1888 |
| Farr, James M..... | 1878 | 1899 |

| | Elected | Died |
|---------------------------------|---------|------|
| Farrand, Jacob S..... | 1876 | 1891 |
| Finch, George W..... | 1883 | 1897 |
| Finlay, George R..... | 1883 | 1897 |
| Fisher, Alonzo G..... | 1885 | 1895 |
| Fougera, Charles E..... | 1882 | 1889 |
| Fraser, Edward A..... | 1884 | 1890 |
| French, Clayton..... | 1883 | 1889 |
| French, William B..... | 1883 | 1892 |
| Fritzsche, Paul T..... | 1883 | 1886 |
| Fultz, Fred A..... | 1894 | 1899 |
| Gellatly, William A..... | 1882 | 1885 |
| Gerhardy, Theodore..... | 1878 | 1893 |
| Gerity, Clayton R..... | 1891 | 1897 |
| Gilpin, Bernard..... | 1883 | 1897 |
| Goodman, Charles F..... | 1887 | 1895 |
| Goold, Joseph E..... | 1885 | 1905 |
| Gray, William T..... | 1902 | 1902 |
| Greene, Thomas A..... | 1878 | 1894 |
| Gridley, Junius..... | 1885 | 1886 |
| Griffith, Charles W..... | 1889 | 1902 |
| Hall, William Henry..... | 1882 | 1894 |
| Harper, W. T..... | 1888 | 1900 |
| Hartford, James..... | 1889 | 1902 |
| Hay, Henry Homer..... | 1894 | 1895 |
| Hazleton, William, Jr..... | 1883 | 1884 |
| Hebbard, Harry C..... | 1882 | 1902 |
| Henry, John F..... | 1877 | 1892 |
| Hinchman, T. H..... | 1876 | 1892 |
| Hodge, John..... | 1882 | 1895 |
| Hopkins, Frank T..... | 1878 | 1885 |
| Hostetter, David..... | 1882 | 1888 |
| Hostetter, Theodore Rickey..... | 1882 | 1902 |
| Hoyt, E. W..... | 1884 | 1887 |
| Humphreys, Dr. Frederick..... | 1882 | 1900 |
| Hurlbut, H. A..... | 1878 | 1882 |
| Hurt, B. Scott..... | 1883 | 1888 |
| Jayne, Eben C..... | 1884 | 1900 |
| Jensen, Carl L..... | 1887 | 1887 |

| | Elected | Died |
|----------------------------|---------|------|
| Johnston, Julian E..... | 1902 | 1905 |
| Kalteyer, George H..... | 1892 | 1897 |
| Kellogg, George Frank..... | 1883 | 1904 |
| Kelly, George A..... | 1876 | 1902 |
| Kemp, Edward | 1896 | 1901 |
| Kirkland, John L..... | 1879 | 1892 |
| Ladd, Benjamin J..... | 1887 | 1887 |
| Lamar, Col. H. J..... | 1882 | 1896 |
| Lambert, Jordon W..... | 1882 | 1888 |
| Larkin, Thomas H..... | 1879 | 1901 |
| Lauer, Monroe William..... | 1899 | 1903 |
| Laughlin, Samuel..... | 1876 | 1887 |
| Lazell, Lewis Thurber..... | 1883 | 1902 |
| Leadbeater, E. S..... | 1896 | 1899 |
| Lee, Conrad Berk..... | 1896 | 1897 |
| Leeming, Thomas | 1888 | 1902 |
| Lilly, Eli | 1882 | 1898 |
| Lilly, Evan F..... | 1882 | 1903 |
| Logan, Thomas H..... | 1877 | 1888 |
| Lucas, John..... | 1885 | 1901 |
| Lyman, Henry..... | 1892 | 1897 |
| McCord, James..... | 1879 | 1904 |
| McDaid, George Donald..... | 1883 | 1904 |
| McDermott, George..... | 1893 | 1893 |
| McIlvaine, Henry Clay..... | 1884 | 1900 |
| McKesson, John..... | 1880 | 1893 |
| Macready, Robert..... | 1876 | 1895 |
| Malloy, E. S..... | 1879 | 1879 |
| Maris, John M..... | 1883 | 1892 |
| Marsh, Edwin H..... | 1883 | 1884 |
| Marx, Frederick..... | 1890 | 1901 |
| Mason, Alfred H..... | 1888 | 1896 |
| Mellier, A. A. | 1876 | 1889 |
| Mellon, John J..... | 1882 | 1891 |
| Merck, Wilhelm..... | 1885 | 1899 |
| Merrell, Jacob S..... | 1884 | 1885 |
| Merrell, Wm. S..... | 1876 | 1880 |
| Merriam, Andrew B..... | 1876 | 1902 |

| | Elected | Died |
|------------------------------|---------|------|
| Metcalf, Theodore..... | 1887 | 1894 |
| Meyer, Christian F. G..... | 1876 | 1905 |
| Moffitt, John S..... | 1889 | 1894 |
| Moore, Jerome B..... | 1883 | 1891 |
| Morgan, Oliver P..... | 1899 | 1900 |
| Morrisson, Robert..... | 1876 | 1888 |
| Munson, L. I..... | 1895 | 1896 |
| Muth, M. Joseph..... | 1885 | 1898 |
| Myers, Milton L..... | 1882 | 1892 |
| Neat, Addis Emmett..... | 1891 | 1904 |
| Nelden, W. A..... | 1891 | 1905 |
| Nichols, Dr. James R..... | 1878 | 1888 |
| Nickell, James M..... | 1879 | 1881 |
| Osgood, Hugh H..... | 1885 | 1899 |
| Pabst, Frederick..... | 1889 | 1904 |
| Paine, Lemuel C..... | 1893 | 1899 |
| Palmer, Solon..... | 1901 | 1903 |
| Park, John D..... | 1876 | 1894 |
| Parke, H. C..... | 1877 | 1899 |
| Parkes, William S..... | 1887 | 1891 |
| Peek, William T..... | 1883 | 1885 |
| Peter, Arthur..... | 1876 | 1903 |
| Phillips, William D..... | 1890 | 1904 |
| Pinckney, Stephen R..... | 1882 | 1892 |
| Pinkham, Charles Hacker..... | 1883 | 1900 |
| Pinkham, Lydia E..... | 1883 | 1887 |
| Potter, Warren B..... | 1883 | 1889 |
| Powers, Thomas H..... | 1877 | 1879 |
| Pozzoni, J. A..... | 1884 | 1885 |
| Purcell, John..... | 1885 | 1894 |
| Putnam, John P..... | 1878 | 1889 |
| Quetting, Josef J..... | 1883 | 1885 |
| Randolph, Norman V..... | 1898 | 1903 |
| Rankin, Jesse W..... | 1882 | 1892 |
| Rawolle, Frederick..... | 1890 | 1903 |
| Raynolds, Charles T..... | 1884 | 1896 |
| Reakirt, Joseph..... | 1876 | 1880 |
| Reed, Thomas..... | 1883 | 1885 |

| | Elected | Died |
|-----------------------------------|---------|------|
| Richardson, James | 1876 | 1892 |
| Richardson, James, Jr..... | 1876 | 1905 |
| Richardson, James H..... | 1878 | 1891 |
| Richardson, J. Clifford..... | 1876 | 1899 |
| Riday, John F..... | 1883 | 1889 |
| Robbins, Charles A..... | 1878 | 1889 |
| Robbins, Daniel C..... | 1878 | 1888 |
| Robinson, Richard A..... | 1876 | 1897 |
| Robinson, Richard A., Jr..... | 1876 | 1899 |
| Rogers, Andrew B..... | 1883 | 1903 |
| Rosengarten, George D..... | 1883 | 1889 |
| Rosengarten, Mitchell G..... | 1883 | 1898 |
| Rosenthal, Moritz..... | 1884 | 1896 |
| Ross, George F..... | 1882 | 1903 |
| Runkle, W. H..... | 1882 | 1898 |
| Schieffelin, Samuel B..... | 1882 | 1900 |
| Schieffelin, William H..... | 1882 | 1895 |
| Schmidt, William Henry..... | 1876 | 1904 |
| Schoellkopf, Alfred P..... | 1889 | 1901 |
| Schoellkopf, Jacob Frederick..... | 1889 | 1899 |
| Scudder, Samuel V..... | 1883 | 1889 |
| Sellers, R. E..... | 1876 | 1894 |
| Sharp, Horace M..... | 1884 | 1902 |
| Sheley, Alanson..... | 1876 | 1892 |
| Shoemaker, Robert..... | 1882 | 1896 |
| Simes, William F..... | 1887 | 1892 |
| Smith, George W..... | 1882 | 1885 |
| Smith, James A..... | 1878 | 1905 |
| Smith, Mahlon K..... | 1882 | 1903 |
| Smith, Valentine H..... | 1883 | 1890 |
| Smylie, Charles A..... | 1884 | 1902 |
| Snow, Orrin J..... | 1882 | 1903 |
| Sondheim, Myer | 1884 | 1888 |
| Spurlock, H. C..... | 1883 | 1892 |
| Squires, C. P..... | 1876 | 1903 |
| Stanwood, E. L..... | 1885 | 1892 |
| Steele, William..... | 1883 | 1898 |
| Steinbacher, E. | 1900 | 1903 |

| | Elected | Died |
|------------------------------|---------|------|
| Stewart, Daniel..... | 1876 | 1892 |
| Stoutenburgh, George W..... | 1876 | 1884 |
| Strong, Samuel M..... | 1876 | 1895 |
| Strother, William A..... | 1889 | 1892 |
| Strother, William M..... | 1889 | 1899 |
| Talcott, Seth..... | 1883 | 1894 |
| Thompson, John I..... | 1880 | 1901 |
| Thompson, John L..... | 1880 | 1883 |
| Thompson, William A..... | 1883 | 1903 |
| Thompson, William P..... | 1893 | 1896 |
| Thomsen, John Jacob..... | 1883 | 1892 |
| Tiemann, Peter Cooper..... | 1891 | 1894 |
| Titsworth, John D..... | 1885 | 1902 |
| Townsend, Abram S..... | 1892 | 1903 |
| Toy, Joseph A..... | 1882 | 1901 |
| Truax, Perry B. | 1880 | 1891 |
| Truslow, Jacob L., Jr..... | 1896 | 1899 |
| Vennard, William L..... | 1878 | 1893 |
| Vogeler, Charles A..... | 1880 | 1882 |
| Vogeler, Frederick..... | 1876 | 1902 |
| Wakefield, C. | 1882 | 1885 |
| Walker, Robert J. C..... | 1893 | 1903 |
| Walker, William J..... | 1893 | 1904 |
| Wallin, Jarvis R..... | 1885 | 1886 |
| Ward, Boswell..... | 1885 | 1903 |
| Warner, William Richard..... | 1881 | 1901 |
| Warren, William Matthew..... | 1878 | 1903 |
| Weightman, John Farr..... | 1877 | 1886 |
| Weightman, William..... | 1877 | 1904 |
| Weightman, William, Jr..... | 1877 | 1889 |
| Wells, William | 1883 | 1892 |
| Wetherell, Christopher | 1887 | 1892 |
| Wheeler, H. N. | 1883 | 1885 |
| Wheeler, Porte C..... | 1882 | 1883 |
| Whitall, James | 1885 | 1896 |
| White, Jacob W..... | 1884 | 1891 |
| Whiting, John L..... | 1887 | 1892 |
| Wilcox, Frederick | 1895 | 1897 |

| | Elected | Died |
|----------------------------|---------|------|
| Wilder, Edward | 1876 | 1890 |
| Wilder, J. B..... | 1876 | 1888 |
| Wilkinson, A. J..... | 1876 | 1895 |
| Williston, C. Lincoln..... | 1878 | 1899 |
| Woodward, William R..... | 1882 | 1889 |
| Wright, A. W..... | 1887 | 1892 |
| Zeilin, John H..... | 1882 | 1896 |

COMMITTEES

1905-1906

COMMITTEE ON ADULTERATIONS

| | |
|------------------------------------|----------------------|
| Wm. B. Robeson, Chairman..... | New York City |
| Antonie Chiris. | |
| Carl Brucker..... | New York City |
| Fritzsche Bros. | |
| William P. Ritchey | New York City |
| Bruen, Ritchey & Co. | |
| J. L. Hopkins..... | New York City |
| J. L. Hopkins & Co. | |
| G. Frank Bailly..... | Baltimore, Md. |
| James Bailly & Son. | |
| P. C. Magnus..... | New York City |
| Magnus & Lauer. | |
| Charles L. Walther..... | Pittsburgh, Pa. |
| Walther-Robertson Drug Co. | |
| H. T. Jarrett..... | New York City |
| Mallinckrodt Chemical Works. | |
| Irving McKesson..... | New York City |
| McKesson & Robbins. | |
| John J. Judson..... | Salt Lake City, Utah |
| W. A. Nelden Drug Co. | |
| Frederick Aschenbach..... | Philadelphia, Pa. |
| Aschenbach & Miller. | |
| William A. Hamann..... | New York City |
| Roessler & Hasslacher Chemical Co. | |
| Henry B. Gilpin..... | Baltimore, Md. |
| Henry B. Gilpin Co. | |
| W. D. Bunny..... | Troy, N. Y. |
| Schneider & Macy Drug Co. | |
| Ludwig Schiff..... | Los Angeles, Cal. |
| Western Wholesale Drug Co. | |
| J. H. Cox..... | New Lebanon, N. Y. |
| The Tilden Co. | |
| George Merrell..... | Cincinnati, Ohio |
| Wm. S. Merrell Chemical Co. | |
| Webb Souers..... | Des Moines, Iowa |
| Iowa Drug Co. | |
| O. W. Bethea..... | Meridian, Miss. |
| Hopkins & Bethea. | |
| W. M. Beall..... | Steubenville, Ohio |
| Beall & Steele Drug Co. | |

| | |
|----------------------------------|-------------------------|
| G. W. Wines..... | St. Louis, Mo. |
| - Larkin & Scheffer Chemical Co. | |
| George Merck..... | New York City |
| Merck & Co. | |
| Richard V. Mattison, M. D..... | Ambler, Pa. |
| Keasbey & Mattison Co. | |
| A. B. Lyons, M. D..... | Detroit, Mich. |
| Nelson, Baker & Co. | |
| F. H. Arcularius..... | Colorado Springs, Colo. |
| Hefley-Arcularius Drug Co. | |
| John Phinizy..... | Augusta, Ga. |
| Augusta Drug Co. | |
| E. H. Bindley, Sr..... | Terre Haute, Ind. |
| E. H. Bindley & Co. | |
| E. J. Conger..... | Shreveport, La. |
| Conger Drug Co. | |
| Horace H. Daboll..... | New London, Conn. |
| Nichols & Harris. | |
| E. L. Kinsolving..... | Abilene, Texas |
| Western Drug Co. | |
| Charles G. Harris..... | Jacksonville, Fla. |
| Southern Drug Mfg. Co. | |

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT

| | |
|------------------------------------|-------------------|
| Edgar D. Taylor, Chairman..... | Richmond, Va. |
| Powers-Taylor Drug Co. | |
| Thomas W. Purcell..... | Richmond, Va. |
| Purcell, Ladd & Co. | |
| A. J. Cavanaugh..... | Richmond, Va. |
| Randolph Paper Box Co. | |
| G. G. Minor..... | Richmond, Va. |
| Owens & Minor Drug Co. | |
| C. C. Leadbeater..... | Alexandria, Va. |
| E. S. Leadbeater & Sons. | |
| William G. Cook..... | New York City |
| New York Quinine & Chemical Works. | |
| Clarence G. Stone..... | New York City |
| Lambert Pharmacal Co. | |
| Henry B. Gilpin..... | Baltimore, Md. |
| Henry B. Gilpin Co. | |
| H. F. Baker..... | Baltimore, Md. |
| Thomsen Chemical Co. | |
| G. Frank Bailly..... | Baltimore, Md. |
| James Bailly & Son. | |
| Dr. Alfred R. L. Dohme..... | Baltimore, Md. |
| Sharp & Dohme. | |
| F. A. Tschiffely, Jr..... | Washington, D. C. |

COMMITTEE ON COMMERCIAL TRAVELERS

| | |
|------------------------------|---------------------|
| A. B. Stewart, Chairman..... | Seattle, Wash. |
| Stewart & Holmes Drug Co. | |
| C. F. Michaels..... | San Francisco, Cal. |
| Langley & Michaels Co. | |
| Charles H. Talcott..... | Hartford, Conn. |
| C. H. Talcott & Co. | |
| Wm. J. Mooney..... | Indianapolis, Ind. |
| Mooney-Mueller Drug Co. | |
| J. D. Price..... | Columbus, Ohio |
| Orr, Brown & Price. | |
| N. Ashley Lloyd..... | Cincinnati, Ohio |
| Lloyd Bros. | |
| Terry T. Greil..... | Montgomery, Ala. |
| Greil Bros. Co. | |
| I. A. Solomons..... | Savannah, Ga. |
| Solomons Company. | |
| Jno. M. Scott..... | Charlotte, N. C. |
| Jno. M. Scott & Co. | |
| E. J. Hueston..... | Greenville, Miss. |
| The Goyer Co. | |
| W. F. Rightor..... | Memphis, Tenn. |
| Memphis Drug Co. | |
| E. R. Roach..... | Amarillo, Texas |
| E. R. Roach Drug Co. | |
| W. P. Colburn..... | Peoria, Ill. |
| Colburn, Birks & Co. | |
| A. N. O'Keeffe..... | Jacksonville, Fla. |
| Florida Drug & Chemical Co. | |
| John Jay Gilbert..... | Baltimore, Md. |
| Gilbert Bros. & Co. | |
| John L. Snowber..... | New York City |
| Eimer & Amend. | |
| Charles S. Leete..... | New Haven, Conn. |
| Charles S. Leete & Co. | |
| E. C. McKallor..... | Binghamton, N. Y. |
| Elk Drug Co. | |
| C. C. Leadbeater..... | Alexandria, Va. |
| E. S. Leadbeater & Sons. | |
| E. F. Yahr..... | Milwaukee, Wis. |
| Yahr & Langé Drug Co. | |
| W. E. Connell..... | Charleston, W. Va. |
| Kanawha Drug Co. | |
| F. C. Herrington..... | Burlington, Vt. |
| Burlington Drug Co. | |
| J. T. Kennedy..... | Minneapolis, Minn. |
| Kennedy, Suffel & Andrews. | |

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|----------------------------|----------------------|
| A. H. Williams..... | Utica, N. Y. |
| A. H. Williams & Co. | |
| H. D. Harle..... | Council Bluffs, Iowa |
| Harle-Haas Drug Co. | |
| Louis G. Clarke..... | Portland, Ore. |
| Woodard, Clarke & Co. | |
| Josiah Vaughan..... | Richmond, Va. |
| Vaughan-Robertson Drug Co. | |
| John Schaap..... | Fort Smith, Ark. |

COMMITTEE ON CREDITS AND COLLECTIONS

| | |
|--|---------------------|
| Charles F. Cutler, Chairman..... | Boston, Mass. |
| Eastern Drug Co. | |
| W. A. Hover..... | Denver, Colo. |
| W. A. Hover & Co. | |
| C. F. Shoemaker..... | Philadelphia, Pa. |
| Shoemaker & Busch. | |
| A. M. Reid..... | Atlanta, Ga. |
| Lamar & Rankin Drug Co. | |
| O. C. Richardson..... | Louisville, Ky. |
| Peter-Neat-Richardson Co. | |
| George C. McKesson..... | New York City |
| McKesson & Robbins. | |
| Charles Gibson..... | Albany, N. Y. |
| Walker & Gibson. | |
| John M. Hinchman..... | Detroit, Mich. |
| Williams-Davis-Brooks & Hinchman Sons. | |
| Lee M. Hutchins..... | Grand Rapids, Mich. |
| Hazeltine & Perkins Drug Co. | |
| F. S. Churchill..... | Burlington, Iowa |
| Churchill Drug Co. | |
| Joseph H. Brown..... | Little Rock, Ark. |
| C. J. Lincoln Co. | |
| Albert Estorge..... | New Iberia, La. |
| Estorge Drug Co. | |
| S. Platt..... | Vicksburg, Miss. |
| Estate of A. G. Cassell. | |
| H. M. Parchen..... | Helena, Mont. |
| Parchen Drug Co. | |
| B. T. Vanzant..... | Paris, Texas |
| Paris Wholesale Drug Co. | |
| W. T. Bland..... | Kansas City, Mo. |
| McPike Drug Co. | |
| E. H. Cutler..... | St. Paul, Minn. |
| Noyes Bros. & Cutler. | |
| George W. Norrell..... | Houston, Texas |
| Houston Drug Co. | |

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| R. O. McBride..... | St. Joseph, Mo. |
| C. D. Smith Drug Co. | |
| W. C. Shurtleff..... | Chicago, Ill. |
| Morrisson, Plummer & Co. | |
| F. W. Braun..... | Los Angeles, Cal. |
| F. W. Braun Co. | |
| A. W. Doland..... | Spokane, Wash. |
| Spokane Drug Co. | |
| Otto Stein..... | Cincinnati, Ohio |
| Stein-Gray Drug Co. | |
| John W. Durr, Jr..... | Montgomery, Ala. |
| Durr Drug Company. | |
| J. K. Lilly..... | Indianapolis, Ind. |
| Eli Lilly & Co. | |
| W. C. Miller..... | Richmond, Va. |
| Bodeker Drug Co. | |
| B. F. Fritts..... | Chattanooga, Tenn. |
| Fritts & Wiehl. | |
| R. L. Justice..... | Greensboro, N. C. |
| Justice Drug Co. | |
| H. W. Heineman..... | Baltimore, Md. |
| Heineman Drug Co. | |
| L. Brinckerhoff..... | Seattle, Wash. |
| Pacific Drug Co. | |
| Charles S. Archer..... | Portland, Ore. |
| Archer & Schanz Co. | |

COMMITTEE ON DRUG MARKET

| | |
|---------------------------------|------------------|
| I. Frank Stone, Chairman..... | New York City |
| National Aniline & Chemical Co. | |
| E. W. Fitch..... | New York City |
| Parke, Davis & Co. | |
| Charles A. West..... | Boston, Mass. |
| Eastern Drug Co. | |
| Thomas M. Curtius..... | New York City |
| George R. Hillier..... | New York City |
| R. Hillier's Son Co. | |
| A. E. Whiting..... | Cleveland, Ohio |
| Grasselli Chemical Co. | |
| H. J. Bowerfind..... | Fort Wayne, Ind. |
| Fort Wayne Drug Co. | |
| K. W. Grafton..... | Vicksburg, Miss. |
| Quin-Sharpe Drug Co. | |
| Ed. Bindschadler..... | St. Louis, Mo. |
| J. S. Merrell Drug Co. | |
| G. F. Sichelsteil, Jr..... | Pittsburgh, Pa. |
| W. J. Gilmore Drug Co. | |
| Arthur A. Stilwell..... | New York City |

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| H. S. Chatfield..... | New York City Rogers & Pyatt. |
| H. J. Woodward..... | Peoria, Ill. Allaire, Woodward & Co. |
| W. T. Gesell..... | New York City Lehn & Fink. |
| Adam Pfromm..... | Philadelphia, Pa. Pfromm & Kindig. |
| C. F. Richards..... | San Francisco, Cal. Richards & Co. |
| John Cook..... | Terre Haute, Ind. Cook & Black Drug Co. |
| George L. Muth..... | Baltimore, Md. Muth Bros. & Co. |
| Emil Levi..... | New York City C. F. Boehringer & Soehne. |
| John Jay Justis..... | Cincinnati, Ohio Hale, Justis & Co. |
| Ralph P. Hoagland..... | Boston, Mass. Hoagland & Mansfield. |
| O. T. Eastman..... | Chicago, Ill. Searle & Hereth Co. |
| James G. Shaw..... | New York City Thurston & Braidich. |
| H. J. Braker..... | New York City H. J. Baker & Bro. |
| Henry Dohmen..... | Milwaukee, Wis. F. Dohmen Co. |
| David M. Cowan..... | Buffalo, N. Y. Plimpton, Cowan & Co. |
| Jacob Weil..... | New York City Britt, Loeffler & Weil. |

COMMITTEE ON FIRE INSURANCE

| | |
|-----------------------------------|--|
| George W. Lattimer, Chairman..... | Columbus, Ohio Kauffman-Lattimer Co. |
| Thos. F. Van Natta..... | St Joseph, Mo. Van Natta-Lynds Drug Co. |
| Thomas F. Main..... | New York City The Tarrant Co. |
| Albert Plaut..... | New York City Lehn & Fink. |
| E. E. Bruce..... | Omaha, Neb. E. E. Bruce & Co. |
| Alanson S. Brooks..... | Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons. |
| Marion Ward..... | Indianapolis, Ind. Ward Bros. Drug Co. |

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| H. I. Fox..... | Wichita, Kan. |
| | Southwestern Drug Co. |
| H. B. Howell..... | New Orleans, La. |
| | Vermont Chemical Mfg. Co. |
| E. J. Hodge..... | Natchez, Miss. |
| | Natchez Drug Co. |
| Wm O. Kuebler..... | Newark, N. J. |
| | Roeber & Kuebler. |
| D. D. Philips..... | Nashville, Tenn. |
| | Berry, Demoville & Co. |
| Alfred Vogeler..... | Cincinnati, Ohio |
| | Alfred Vogeler Drug Co. |
| Fred J. Greene..... | Peoria, Ill. |
| | Barker & Wheeler Co. |
| E. M. Ellis..... | Memphis, Tenn. |
| | Hessig-Ellis Drug Co. |
| R. N. McKnight..... | Waco, Texas |
| | Behrens Drug Co. |
| C. F. Polk..... | Troy, N. Y. |
| | Polk & Calder Drug Co. |
| William A. Sailer..... | Philadelphia, Pa. |
| | John Wyeth & Bro. |
| J. T. Ligon..... | Anderson, S. C. |
| | Acme Drug Co. |
| C. D. Van Zandt..... | Rochester, N. Y. |
| | Paine Drug Co. |
| Jno. W. Smart..... | Saginaw, Mich. |
| | Saginaw Valley Drug Co. |
| J. G. Smith..... | Savannah, Ga. |
| | Columbia Drug Co. |
| G. D. Gilman..... | Boston, Mass. |
| | Gilman Bros. |
| M. L. Barrett..... | Chicago, Ill. |
| | M. L. Barrett & Co. |
| W. P. Redington..... | San Francisco, Cal. |
| | Redington & Co. |
| Samuel Eichold..... | Mobile, Ala. |
| | Mobile Drug Co. |
| Geo. R. Merrell..... | St. Louis, Mo. |
| | J. S. Merrell Drug Co. |
| Simon Loewy..... | Baltimore, Md. |
| | Loewy Drug Co. |
| D. C. Crutchfield..... | Winston-Salem, N. C. |
| | Vaughn-Crutchfield Co. |
| D. L. Harnish..... | Lancaster, Pa. |
| | Lancaster Drug Co. |
| F. A. Tschiffely, Jr..... | Washington, D. C. |

COMMITTEE ON FRATERNAL RELATIONS

| | |
|--------------------------------|---|
| John A. Burgess, Chairman..... | Charleston, S. C. Charleston Drug Mfg. Co. |
| J. B. Riley..... | Macon, Ga. Lamar, Taylor & Riley Drug Co. |
| W. J. Murray..... | Columbia, S. C. Murray Drug Co. |
| Thos. W. Purcell..... | Richmond, Va. Purcell, Ladd & Co. |
| Adolph Mack..... | San Francisco, Cal. Mack & Co. |
| Thomas E. Delano..... | New York City The Charles N. Crittenton Co. |
| L. B. Bridaham..... | Denver, Colo. Davis-Bridaham Drug Co. |
| Charles Cook..... | Portland, Me. Cook, Everett & Pennell. |
| Newton C. Smith..... | Waterbury, Conn. Apothecaries Hall Co. |
| W. G. Tolleson..... | Spartanburg, S. C. Crutchfield-Tolleson Co. |
| E. M. Neal..... | Nashville, Tenn. Spurlock-Neal Co. |
| Charles Blauw..... | Rochester, N. Y. Blauw & Brickner Co. |
| W. S. Gerity..... | Elmira, N. Y. Gerity Bros. |
| Fred W. Cook..... | San Antonio, Texas San Antonio Drug Co. |
| Carl Leich..... | Evansville, Ind. Charles Leich & Co. |
| J. B. Rourke..... | Butte, Mont. Montana Drug Co. |
| A. J. Albers..... | Knoxville, Tenn. Sanford, Chamberlain & Albers Co. |
| C. M. Spring..... | Joplin, Mo. C. M. Spring Drug Co. |
| W. H. King..... | Raleigh, N. C. W. H. King Drug Co. |
| P. H. Brickelmaier..... | New York City Henry Klein & Co. |
| T. H. Spence..... | La Crosse, Wis. Spence-McCord Drug Co. |
| Edw. S. Malone..... | Oklahoma City, Okla. Alexander Drug Co. |
| E. A. Brewer..... | Worcester, Mass. Brewer & Co. |

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| Hiram Merritt..... | Newburgh, N. Y. |
| Theodore Merritt's Sons. | |
| D. C. Woodman..... | Concord, N. H. |
| C. H. Martin & Co. | |
| G. F. Brooks..... | Baltimore, Md. |
| Ferrell-Kellam Drug Co. | |
| A. E. Brown..... | Mobile, Ala. |
| A. E. & E. V. Brown. | |
| W. H. Whitlow..... | Fayetteville, Ark. |
| Whitlow-Williams Drug Co. | |
| N. B. Danforth..... | Wilmington, Del. |
| M. Steelman..... | Philadelphia, Pa. |
| Steelman & Archer. | |
| S. Massingham..... | Pittsburgh, Pa. |
| Shipley-Massingham Co. | |
| L. E. Widder..... | New York City |

COMMITTEE ON LEGISLATION

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| M. N. Kline, Chairman..... | Philadelphia, Pa. |
| Smith, Kline & French Co. | |
| Thomas F. Main..... | New York City |
| The Tarrant Company. | |
| Daniel R. Noyes..... | St. Paul, Minn. |
| Noyes Bros. & Cutler. | |
| Charles F. Cutler..... | Boston, Mass. |
| Eastern Drug Co. | |
| William O. Blanding..... | Providence, R. I. |
| Blanding & Blanding. | |
| Dr. V. Mott Pierce..... | Buffalo, N. Y. |
| World's Dispensary Medical Association. | |
| E. L. Strong..... | Cleveland, Ohio |
| Strong, Cobb & Co. | |
| E. D. Taylor..... | Richmond, Va. |
| Powers-Taylor Drug Co. | |
| C. P. Walbridge..... | St. Louis, Mo. |
| J. S. Merrell Drug Co. | |
| Dr. A. R. L. Dohme..... | Baltimore, Md. |
| Sharp & Dohme. | |
| John W. Kennedy..... | Chicago, Ill. |
| E. C. DeWitt & Co. | |
| F. B. Kilmer..... | New Brunswick, N. J. |
| Johnson & Johnson. | |
| E. G. Swift..... | Detroit, Mich. |
| Parke, Davis & Co. | |
| L. A. Langé..... | Milwaukee, Wis. |
| Yahr & Langé Drug Co. | |

COMMITTEE ON MEMBERSHIP

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| A. J. More, Chairman..... | Sioux City, Iowa Hornick, Hess & More. |
| Chas. F. Cutler..... | Boston, Mass. Eastern Drug Co. |
| C. S. Littell..... | New York City R. W. Robinson & Son Co. |
| A. C. Murdoch..... | Parkersburg, W. Va. J. N. Murdoch Co. |
| Jno. A. Burgess..... | Charleston, S. C. Charleston Drug Mfg. Co. |
| Chas. S. Martin..... | Nashville, Tenn. Spurlock-Neal Co. |
| E. H. Crowdus..... | Dallas, Texas J. W. Crowdus Drug Co. |
| James R. Owen..... | Chicago, Ill. Morrisson, Plummer & Co. |
| C. S. Thompson..... | Philadelphia, Pa. Smith, Kline & French Co. |
| Robert L. Tye..... | New York City Merck & Co. |
| H. D. Martin..... | St. Louis, Mo. Mallinckrodt Chemical Works. |
| John C. Robinson..... | Philadelphia, Pa. Powers-Weightman-Rosengarten Co. |
| Fred M. Odena..... | Detroit, Mich. Parke, Davis & Co. |

COMMITTEE ON MEMORIALS OF DECEASED MEMBERS

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| Chas. W. Whittlesey, Chairman..... | New Haven, Conn. Chas. W. Whittlesey Co. |
| Charles H. Pettet..... | Louisville, Ky. Robinson-Pettet Co. |
| James F. Cowee..... | Troy, N. Y. John L. Thompson, Sons & Co. |
| Charles W. Snow..... | Syracuse, N. Y. C. W. Snow & Co. |
| A. W. Claflin..... | Providence, R. I. George L. Claflin Co. |
| R. W. Powers..... | Richmond, Va. Powers-Taylor Drug Co. |
| C. H. Osgood..... | Norwich, Conn. Charles Osgood & Co. |
| Albert Bruen..... | New York City Bruen, Ritchey & Co. |

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| Aaron S. Raymond..... | Lincoln, Neb. |
| | Lincoln Drug Co. |
| A. Kiefer..... | Indianapolis, Ind. |
| | A. Kiefer Drug Co. |
| George L. Fogg..... | Portland, Me. |
| | J. W. Perkins Co. |
| Thomas E. Shoemaker..... | Philadelphia, Pa. |
| | Robert Shoemaker & Co. |
| W. D. Lamar..... | Atlanta, Ga. |
| | Lamar & Rankin Drug Co. |
| Aldo Sommer..... | Quincy, Ill. |
| | Aldo Sommer's Drug Co. |

COMMITTEE ON PAINTS, OILS AND GLASS

| | |
|-------------------------------|----------------------------------|
| Henry W. Evans, Chairman..... | Kansas City, Mo. |
| | Evans-Smith Drug Co. |
| Walter V. Smith..... | Philadelphia, Pa. |
| | Valentine H. Smith & Co. |
| Charles E. Potts..... | Wichita, Kan. |
| | C. E. Potts Drug Co. |
| William Scott..... | Indianapolis, Ind. |
| | Daniel Stewart Co. |
| M. E. Sherman..... | Des Moines, Iowa |
| | Des Moines Drug Co. |
| D. M. Penick..... | Lynchburg, Va. |
| | Strother Drug Co. |
| W. C. McPike..... | Kansas City, Mo. |
| | McPike Drug Co. |
| A. R. Olney..... | Clinton, Iowa |
| | Olney & McDaid. |
| Thomas Neal..... | Detroit, Mich. |
| | Acme White Lead and Color Works. |
| Benjamin C. Hartz..... | Rock Island, Ill. |
| | Hartz & Bahnsen Co. |
| J. S. Farrand, Jr..... | Detroit, Mich. |
| | Farrand, Williams & Clark. |
| Paul G. Schuh..... | Cairo, Ill. |
| | Schuh Drug Co. |
| H. H. Arrington..... | Rome, Ga. |
| | Curry-Arrington Co. |
| H. S. Crispell..... | Kingston, N. Y. |
| | H. S. Crispell Co. |
| W. B. Young..... | Norwich, Conn. |
| | Lee & Osgood Co. |
| A. B. Hodsdon..... | Portland, Me. |
| | J. E. Goold & Co. |
| Charles D. Knoefel..... | New Albany, Ind. |

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| John H. Sheehan..... | Utica, N. Y. |
| John H. Sheehan Co. | |
| Samuel Felt..... | Watertown, N. Y. |
| Samuel Felt Drug Co. | |
| W. L. Dewoody..... | Pine Bluff, Ark. |
| W. L. Dewoody & Co. | |
| H. W. Stark..... | Gainesville, Texas |
| H. W. Stark Drug Co. | |
| Geo. T. Gray..... | Norfolk, Va. |
| Williams, Martin & Gray. | |
| C. H. Butterworth..... | Philadelphia, Pa. |
| C. H. Butterworth & Co. | |
| J. W. Carr..... | Baltimore, Md. |
| Carr, Owens & Co. | |
| Chas. B. Miller..... | Goldsboro, N. C. |
| Goldsboro Drug Co. | |
| E. B. Mimms..... | Jackson, Miss. |
| Jackson Drug Co. | |

COMMITTEE ON PASSENGER RATES AND ROUTES

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| Romaine Pierson, Chairman..... | Chicago, Ill. |
| "American Druggist." | |
| Thomas P. Cook..... | New York City |
| New York Quinine and Chemical Works. | |
| Jno. A. Gilman..... | Boston, Mass. |
| Gilman Bros. | |
| B. T. Van Alen..... | Chicago, Ill. |
| C. F. Boehringer & Soehne. | |
| E. J. Schall..... | St. Louis, Mo. |
| Meyer Brothers Drug Co. | |
| Fred W. Sultan..... | St. Louis, Mo. |
| Peacock Chemical Co. | |
| Henry D. Faxon..... | Kansas City, Mo. |
| Faxon & Gallagher. | |
| Fred S. Kellogg..... | San Francisco, Cal. |
| Mack & Co. | |
| S. C. Dobbs..... | Atlanta, Ga. |
| Coca-Cola Company. | |
| F. G. Beckman..... | Indianapolis, Ind. |
| A. Kiefer Drug Co. | |
| Lucien E. Lyons..... | New Orleans, La. |
| I. L. Lyons & Co. | |
| Winthrop G. Noyes..... | St. Paul, Minn. |
| Noyes Bros. & Cutler. | |
| Albert Kronkosky..... | San Antonio, Texas |
| San Antonio Drug Co. | |
| L. L. Pope..... | Cleveland, Ohio |
| Lawrence-Williams Co. | |

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| E. C. Derby..... | Columbus, Ohio |
| | Buckeye Stamping Co. |
| W. Howard Ogborn..... | Cincinnati, Ohio |

COMMITTEE ON PROPRIETARY GOODS

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|------------------------------------|-------------------------------|
| John N. Carey, Chairman..... | Indianapolis, Ind. |
| | Daniel Stewart Co. |
| F. E. Holliday, Vice-Chairman..... | Indianapolis, Ind. |
| | 402 Commercial Club Building. |
| J. E. Toms, Secretary..... | Indianapolis, Ind. |
| | 402 Commercial Club Building. |
| M. N. Kline..... | Philadelphia, Pa. |
| | Smith, Kline & French Co. |
| Frank A. Faxon..... | Kansas City, Mo. |
| | Faxon & Gallagher. |
| C. F. Shoemaker..... | Philadelphia, Pa. |
| | Shoemaker & Busch. |
| J. C. Eliel..... | Minneapolis, Minn. |
| | Eliel-Jerman Drug Co. |
| Charles F. Weller..... | Omaha, Neb. |
| | Richardson Drug Co. |
| W. J. Walding..... | Toledo, Ohio |
| | Walding, Kinnan & Marvin Co. |
| W. A. Hover..... | Denver, Colo. |
| | W. A. Hover & Co. |
| M. Cary Peter..... | Louisville, Ky. |
| | Peter-Neat-Richardson Co. |
| Fred L. Carter..... | Boston, Mass. |
| | Carter, Carter & Meigs. |
| E. D. Taylor..... | Richmond, Va. |
| | Powers-Taylor Drug Co. |
| W. J. Murray..... | Columbia, S. C. |
| | Murray Drug Co. |
| James W. Morrisson..... | Chicago, Ill. |
| | Morrisson, Plummer & Co. |
| Theodore F. Meyer..... | St. Louis, Mo. |
| | Meyer Brothers Drug Co. |
| Charles S. Martin..... | Nashville, Tenn. |
| | Spurlock-Neal Co. |
| F. A. Dicks..... | New Orleans, La. |
| | Finlay, Dicks & Co. |
| L. A. Langé..... | Milwaukee, Wis. |
| | Yahr & Langé Drug Co. |
| H. B. Fairchild..... | Grand Rapids, Mich. |
| | Hezeltine & Perkins Drug Co. |
| C. F. Michaels..... | San Francisco, Cal. |
| | Langley & Michaels Co. |

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| Albert Plaut..... | New York City |
| Lehn & Fink. | |
| William Jay Schieffelin..... | New York City |
| Schieffelin & Co. | |
| Dr. R. V. Pierce..... | Buffalo, N. Y. |
| World's Dispensary Medical Association. | |

COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTERSTATE

| | |
|--------------------------------|---------------------|
| Chas. S. Martin, Chairman..... | Nashville, Tenn. |
| Spurlock-Neal Co. | |
| Fred L. Carter..... | Boston, Mass. |
| Carter, Carter & Meigs. | |
| R. H. Bradley..... | Toledo, Ohio |
| Walding, Kinnan & Marvin Co. | |
| Ben Exley..... | Wheeling, W. Va. |
| Ohio Valley Drug Co. | |
| F. J. Greene..... | Peoria, Ill. |
| Barker & Wheeler Co. | |
| C. E. Bedwell..... | Omaha, Neb. |
| E. E. Bruce & Co. | |
| Jno. A. Burgess..... | Charleston, S. C. |
| Charleston Drug Mfg. Co. | |
| R. H. Bennett, Jr..... | San Francisco, Cal. |
| 123 California Street. | |
| A. W. Doland..... | Spokane, Wash. |
| Spokane Drug Co. | |
| E. H. Crowdus..... | Dallas, Texas |
| J. W. Crowdus Drug Co. | |
| E. D. Taylor..... | Richmond, Va. |
| Powers-Taylor Drug Co. | |
| J. C. Eliel..... | Minneapolis, Minn. |
| Eliel-Jerman Drug Co. | |
| Theo. F. Meyer..... | St. Louis, Mo. |
| Meyer Brothers Drug Co. | |
| G. Frank Baily..... | Baltimore, Md. |
| James Baily & Son. | |
| C. F. Shoemaker..... | Philadelphia, Pa. |
| Shoemaker & Busch. | |
| James R. Owen..... | Chicago, Ill. |
| Morrisson, Plummer & Co. | |
| Charles H. Hubbard..... | Syracuse, N. Y. |
| Charles Hubbard, Son & Co. | |
| W. P. Ritchey..... | New York City |
| Bruen, Ritchey & Co. | |

COMMITTEE ON TRADE MARKS

| | |
|------------------------------|-----------------------------|
| A. J. Horlick, Chairman..... | Racine, Wis. |
| | Horlick's Malted Milk Co. |
| Charles H. Camp..... | New York City |
| | The Centaur Company. |
| George A. Newman..... | Louisville, Ky. |
| | California Fig Syrup Co. |
| William C. Brown..... | Columbus, Ohio |
| | Orr, Brown & Price. |
| Willis A. Bailey..... | Zanesville, Ohio |
| | Bailey Drug Co. |
| W. H. Hall..... | New York City |
| | Hall & Ruckel. |
| F. W. Schumacher..... | Columbus, Ohio |
| | Peruna Drug Mfg. Co. |
| Frank M. Bell..... | Chicago, Ill. |
| | Armour & Co. |
| Brent Good..... | New York City |
| | Carter Medicine Co. |
| Geo. D. Feidt..... | Philadelphia, Pa. |
| | Geo. D. Feidt & Co. |
| Douglas Smith..... | Chicago, Ill. |
| | The Liquozone Co. |
| F. B. Shedd..... | Lowell, Mass. |
| | E. W. Hoyt & Co. |
| Frank A. Ruf..... | St. Louis, Mo. |
| | Antikamnia Chemical Co. |
| C. S. Clark..... | Lockport, N. Y. |
| | Merchant's Gargling Oil Co. |
| O. C. Pinckney..... | New York City |
| | Himrod Mfg. Co. |
| W. A. Talbott..... | Warren, Pa. |
| | The Piso Company. |
| J. R. Kathrens..... | Milwaukee, Wis. |
| | Pabst Brewing Co. |
| A. Lee Robinson..... | Louisville, Ky. |
| | Robinson-Pettet Co. |
| Edward A. Hay..... | Portland, Me. |
| | H. H. Hay's Sons. |
| Joseph F. Hindes..... | Baltimore, Md. |
| | Emerson Drug Co. |
| O. E. Foster..... | Buffalo, N. Y. |
| | Foster-Milburn Co. |
| Oscar Wakefield..... | Bloomington, Ill. |
| | C. Wakefield & Co. |
| Ernesto Sarrá..... | Havana, Cuba |
| | José Sarrá's Widow & Son. |
| James F. Ballard..... | St. Louis, Mo. |

COMMITTEE ON TRANSPORTATION

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| Courtney H. West, Chairman..... | St. Louis, Mo. Moffitt-West Drug Co. |
| Charles F. Weller..... | Omaha, Neb. Richardson Drug Co. |
| J. T. Doster..... | Birmingham, Ala. Doster-Northington Drug Co. |
| George E. Taylor..... | Pueblo, Colo. Geo. E. Taylor Drug Co. |
| Thomas Sisson..... | Hartford, Conn. T. Sisson & Co. |
| James E. Davis..... | Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons. |
| Francis Keeling, Jr..... | Chicago, Ill. Humiston, Keeling & Co. |
| Arthur D. Parker..... | New Orleans, La. The Parker-Blake Co. |
| Chas. A. Jerman..... | Minneapolis, Minn. Eliel-Jerman Drug Co. |
| Frank C. Groover..... | Jacksonville, Fla. Christie-Groover Drug Co. |
| J. H. Mann..... | Pine Bluff, Ark. Mann-Tankersley Drug Co. |
| Geo. M. Willcox..... | San Francisco, Cal. E. J. Wittenberg Co. |
| L. W. Leithhead..... | Duluth, Minn. L. W. Leithhead Drug Co. |
| William S. Mersereau..... | New York City Schieffelin & Co. |
| John A. Gallagher..... | Kansas City, Mo. Faxon & Gallagher. |
| Louis Blumauer..... | Portland, Ore. Blumauer-Frank Drug Co. |
| Samuel Dempster..... | Pittsburgh, Pa. W. J. Gilmore Drug Co. |
| A. J. Geer..... | Charleston, S. C. Geer Drug Co. |
| Jno. P. Cobb..... | Salt Lake City, Utah Nelden-Judson Drug Co. |
| G. G. Minor..... | Richmond, Va. Owens & Minor Drug Co. |
| Wm. B. Strong..... | Milwaukee, Wis. Jerman, Pflueger & Kuehmsted Co. |
| William Geary..... | Sacramento, Cal. Kirk, Geary & Co. |
| D. C. Chapman..... | Knoxville, Tenn. Chapman, White, Lyons Co. |

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| J. G. Davis..... | Dallas, Texas |
| | Greiner-Kelly Drug Co. |
| Oscar Lillybeck..... | Memphis, Tenn. |
| | Lillybeck Drug Co. |

SPECIAL COMMITTEE ON BOX AND CARTAGE

| | |
|----------------------------|------------------------------|
| J. C. Eliel, Chairman..... | Minneapolis, Minn. |
| | Eliel-Jerman Drug Co. |
| Frank A. Faxon..... | Kansas City, Mo. |
| | Faxon & Gallagher. |
| William J. Walding..... | Toledo, Ohio |
| | Walding, Kinnan & Marvin Co. |
| John N. Carey..... | Indianapolis, Ind. |
| | Daniel Stewart Co. |

SPECIAL COMMITTEE ON CENSUS OF 1910

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| Albert Plaut, Chairman..... | New York City |
| | Lehn & Fink. |
| Wm. Jay Schieffelin..... | New York City |
| | Schieffelin & Co. |
| C. F. Shoemaker..... | Philadelphia, Pa. |
| | Shoemaker & Busch. |
| Dr. V. Mott Pierce..... | Buffalo, N. Y. |
| | World's Dispensary Medical Association. |

SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS

| | |
|-----------------------------|----------------------------------|
| W. A. Conner, Chairman..... | Indianapolis, Ind. |
| | Eli Lilly & Co. |
| B. T. Van Alen..... | Chicago, Ill. |
| | C. F. Boehringer & Soehne. |
| Frank S. Henry..... | Cleveland, Ohio |
| | Williams Mfg. Co. |
| L. R. Dronberger..... | St. Louis, Mo. |
| | Mallinckrodt Chemical Works. |
| Peter R. Lance..... | Philadelphia, Pa. |
| | William R. Warner & Co. |
| Chas. S. Jones..... | Philadelphia, Pa. |
| | Powers-Weightman-Rosengarten Co. |
| D. Y. Wheeler..... | Omaha, Neb. |
| | Richardson Drug Co. |
| Franklin Black..... | New York City |
| | Charles Pfizer & Co. |
| R. S. Johnston..... | New York City |
| | Merck & Co. |
| S. H. Carragan..... | New York City |
| | Parke, Davis & Co. |

| | |
|-------------------------|---|
| Frederick B. Perry..... | New York City Powers-Weightman-Rosengarten Co. |
| J. S. Campbell..... | Philadelphia, Pa. John Wyeth & Bro. |
| Justin Keith..... | New York City J. L. Hopkins & Co. |

SPECIAL COMMITTEE ON PARIS GREEN

| | |
|--------------------------------|---|
| H. B. Fairchild, Chairman..... | Grand Rapids, Mich. Hazeltime & Perkins Drug Co. |
| J. C. Eliel..... | Minneapolis, Minn. Eliel-Jerman Drug Co. |
| W. T. Harper, Jr..... | Ottumwa, Iowa J. W. Edgerly & Co. |
| R. P. Rowe..... | New York City National Lead Company. |

SPECIAL COMMITTEE ON PHARMACEUTICALS AND PLASTERS

| | |
|-----------------------------------|--|
| William J. Walding, Chairman..... | Toledo, Ohio Walding, Kinnan & Marvin Co. |
| Frank A. Faxon..... | Kansas City, Mo. Faxon & Gallagher. |
| W. A. Hover..... | Denver, Colo. W. A. Hover & Co. |
| James W. Morrisson..... | Chicago, Ill. Morrisson, Plummer & Co. |

SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS

| | |
|----------------------------|--|
| M. N. Kline, Chairman..... | Philadelphia, Pa. Smith, Kline & French Co. |
| Thomas F. Main..... | New York City The Tarrant Company. |
| I. S. Coffin..... | New York City Coffin, Redington & Co. |

SUB-COMMITTEE ON LEGISLATION TO CONFER WITH OTHER ASSOCIATIONS

| | |
|----------------------------|--|
| M. N. Kline, Chairman..... | Philadelphia, Pa. Smith, Kline & French Co. |
| Thomas F. Main..... | New York City The Tarrant Company. |
| L. A. Langé..... | Milwaukee, Wis. Yahr & Langé Drug Co. |

DELEGATES TO OTHER ASSOCIATIONS

1906

AMERICAN PHARMACEUTICAL
ASSOCIATION

MEETING AT INDIANAPOLIS SEPTEMBER 3, 1906.

| | |
|-------------------------|-------------------------|
| William Scott..... | Indianapolis, Ind. |
| | Daniel Stewart Co. |
| G. Barret Moxley..... | Indianapolis, Ind. |
| | A. Kiefer Drug Co. |
| William J. Mooney..... | Indianapolis, Ind. |
| | Mooney-Mueller Drug Co. |
| Marion Ward..... | Indianapolis, Ind. |
| | Ward Bros. Drug Co. |
| J. K. Lilly..... | Indianapolis, Ind. |
| | Eli Lilly & Co. |
| Carl Leich..... | Evansville, Ind. |
| | Charles Leich & Co. |
| E. H. Bindley, Sr..... | Terre Haute, Ind. |
| | E. H. Bindley & Co. |
| James H. Black..... | Terre Haute, Ind. |
| | Cook & Black Drug Co. |
| Henry J. Bowerfind..... | Fort Wayne, Ind. |
| | Fort Wayne Drug Co. |
| Charles D. Knoefel..... | New Albany, Ind. |

(Delegates to the National Association of Retail Druggists and the Proprietary Association of America will be appointed after the selection of their meeting places.)

STATE PHARMACEUTICAL ASSOCIATIONS

ALABAMA

| | |
|------------------------|------------------------|
| Terry T. Greil..... | Montgomery, Ala. |
| | Greil Brothers Co. |
| Albert E. Brown..... | Mobile, Ala. |
| | A. E. & E. V. Brown. |
| M. P. Northington..... | Birmingham, Ala. |
| | Doster-Northington Co. |

ARKANSAS

John Schaap.....Fort Smith, Ark.
 Jos. H. Brown.....Little Rock, Ark.
 C. J. Lincoln Co.
 J. H. Mann.....Pine Bluff, Ark.
 Mann-Tankersley Drug Co.

COLORADO

W. A. Hover.....Denver, Colo.
 W. A. Hover & Co.
 F. H. Arcularius.....Colorado Springs, Colo.
 Hefley-Arcularius Drug Co.
 Geo. E. Taylor.....Pueblo, Colo.
 Geo. E. Taylor Drug Co.

CONNECTICUT

Charles H. Talcott.....Hartford, Conn.
 C. H. Talcott & Co.
 Chas. W. Whittlesey.....New Haven, Conn.
 Chas. W. Whittlesey Co.
 Horace H. Daboll.....New London, Conn.
 Nichols & Harris.

DELAWARE

N. B. Danforth.....Wilmington, Del.
 Dr. Adolph William Miller.....Philadelphia, Pa.
 Aschenbach & Miller.
 G. Frank Baily.....Baltimore, Md.
 James Baily & Son.

FLORIDA

Marshall W. Stewart.....Jacksonville, Fla.
 Christie-Groover Drug Co.
 A. N. O'Keeffe.....Jacksonville, Fla.
 Florida Drug & Chemical Co.
 Chas. G. Harris.....Jacksonville, Fla.
 Southern Drug Mfg. Co.

GEORGIA

I. A. Solomons.....Savannah, Ga.
 Solomons Co.
 J. B. Riley.....Macon, Ga.
 Lamar, Taylor & Riley Drug Co.
 John Phinizy.....Augusta, Ga.
 Augusta Drug Co.

ILLINOIS

- Walter P. Colburn.....Peoria, Ill.
Colburn, Birks & Co.
Fred J. Greene.....Peoria, Ill.
Barker & Wheeler Co.
Francis Keeling, Jr.....Chicago, Ill.
Humiston, Keeling & Co.

INDIANA

- William J. Mooney.....Indianapolis, Ind.
Mooney-Mueller Drug Co.
F. G. Beckman.....Indianapolis, Ind.
A. Kiefer Drug Co.
Marion Ward.....Indianapolis, Ind.
Ward Bros. Drug Co.

INDIAN TERRITORY

- B. T. Vanzant.....Paris, Texas
Paris Wholesale Drug Co.
J. T. Berry.....Dallas, Texas
J. W. Crowdus Drug Co.
C. M. Spring.....Joplin, Mo.
C. M. Spring Drug Co.

IOWA

- F. Junkermann.....Cedar Rapids, Ia.
The Churchill Drug Co.
A. R. Olney.....Clinton, Ia.
Olney & McDaid.
W. T. Harper, Jr.....Ottumwa, Ia.
J. W. Edgerly & Co.

KANSAS

- Frank A. Faxon.....Kansas City, Mo.
Faxon & Gallagher.
W. T. Bland.....Kansas City, Mo.
The McPike Drug Co.
Charles E. Potts.....Wichita, Kan.
C. E. Potts Drug Co.

KENTUCKY

- A. Lee Robinson.....Louisville, Ky.
Robinson-Pettet Co.
E. H. Cary.....Louisville, Ky.
Peter-Neat-Richardson Co.
Chas. P. Barton.....Louisville, Ky.
Robinson-Pettet Co.

LOUISIANA

| | |
|-----------------------|------------------|
| Arthur D. Parker..... | New Orleans, La. |
| The Parker-Blake Co. | |
| Lucien E. Lyons..... | New Orleans, La. |
| I. L. Lyons & Co. | |
| F. A. Dicks..... | New Orleans, La. |
| Finlay, Dicks & Co. | |

MAINE

| | |
|--------------------------|---------------|
| Charles Cook..... | Portland, Me. |
| Cook, Everett & Pennell. | |
| A. B. Hodsdon..... | Portland, Me. |
| J. E. Goold & Co. | |
| Bion R. Lane..... | Portland, Me. |
| John W. Perkins Co. | |

MARYLAND

| | |
|-------------------------|----------------|
| John C. Muth..... | Baltimore, Md. |
| Muth Brothers & Co. | |
| William E. Gilbert..... | Baltimore, Md. |
| Gilbert Brothers & Co. | |
| Joseph A. Owens..... | Baltimore, Md. |
| Carr, Owens & Co. | |

MASSACHUSETTS

| | |
|-------------------------|---------------|
| John A. Gilman..... | Boston, Mass. |
| Gilman Brothers. | |
| Charles A. West..... | Boston, Mass. |
| Eastern Drug Co. | |
| Fred L. Carter..... | Boston, Mass. |
| Carter, Carter & Meigs. | |

MICHIGAN

| | |
|--|---------------------|
| Lee M. Hutchins..... | Grand Rapids, Mich. |
| Hazeltine & Perkins Drug Co. | |
| A. S. Brooks..... | Detroit, Mich. |
| Williams-Davis-Brooks & Hinchman Sons. | |
| J. S. Farrand, Jr..... | Detroit, Mich. |
| Farrand, Williams & Clark. | |

MINNESOTA

| | |
|--------------------------|--------------------|
| Daniel R. Noyes..... | St. Paul, Minn. |
| Noyes Bros. & Cutler. | |
| J. C. Eliel..... | Minneapolis, Minn. |
| Eliel-Jerman Drug Co. | |
| L. W. Leithhead..... | Duluth, Minn. |
| L. W. Leithhead Drug Co. | |

MISSISSIPPI

| | |
|--------------------|----------------------|
| K. W. Grafton..... | Vicksburg, Miss. |
| | Quin-Sharpe Drug Co. |
| E. J. Hueston..... | Greenville, Miss. |
| | The Goyer Company. |
| E. B. Mimms..... | Jackson, Miss. |
| | Jackson Drug Co. |

MISSOURI

| | |
|------------------------|------------------------|
| Henry W. Evans..... | Kansas City, Mo. |
| | Evans-Smith Drug Co. |
| L. M. Smith..... | St. Joseph, Mo. |
| | C. D. Smith Drug Co. |
| George R. Merrell..... | St. Louis, Mo. |
| | J. S. Merrell Drug Co. |

MONTANA

| | |
|-----------------------|------------------|
| H. M. Parchen..... | Helena, Mont. |
| | Parchen Drug Co. |
| J. B. Rourke..... | Butte, Mont. |
| | Montana Drug Co. |
| Valentine Peyton..... | Spokane, Wash. |
| | Spokane Drug Co. |

NEBRASKA

| | |
|------------------------|---------------------|
| Charles F. Weller..... | Omaha, Neb. |
| | Richardson Drug Co. |
| E. E. Bruce..... | Omaha, Neb. |
| | E. E. Bruce & Co. |
| Aaron S. Raymond..... | Lincoln, Neb. |
| | Lincoln Drug Co. |

NEW HAMPSHIRE

| | |
|------------------------|-----------------------|
| D. C. Woodman..... | Concord, N. H. |
| | C. H. Martin & Co. |
| Charles M. Hay..... | Portland, Me. |
| | H. H. Hay's Sons. |
| Ralph P. Hoagland..... | Boston, Mass. |
| | Hoagland & Mansfield. |

NEW JERSEY

| | |
|-------------------------|------------------------|
| Wm. O. Kuebler..... | Newark, N. J. |
| | Roeber & Kuebler. |
| Wm. P. Ritchey..... | New York City. |
| | Bruen, Ritchey & Co. |
| Thos. E. Shoemaker..... | Philadelphia, Pa. |
| | Robert Shoemaker & Co. |

NEW YORK

David M. Cowan.....Buffalo, N. Y.
 Plimpton, Cowan & Co.
 Charles Blauw.....Rochester, N. Y.
 Blauw & Brickner Co.
 Chas. H. Hubbard.....Syracuse, N. Y.
 Chas. Hubbard, Son & Co.

NORTH CAROLINA

Jno. M. Scott.....Charlotte, N. C.
 Jno. M. Scott & Co.
 W. H. King.....Raleigh, N. C.
 W. H. King Drug Co.
 Chas. B. Miller.....Goldsboro, N. C.
 Goldsboro Drug Co.

NORTH DAKOTA

John T. Kennedy.....Minneapolis, Minn.
 Kennedy, Suffel & Andrews.
 Chas. A. Jerman.....Minneapolis, Minn.
 Eliel-Jerman Drug Co.
 Winthrop G. Noyes.....St. Paul, Minn.
 Noyes Bros. & Cutler.

OHIO

Alfred Vogeler.....Cincinnati, O.
 Alfred Vogeler Drug Co.
 George B. Kauffman.....Columbus, O.
 Kauffman-Lattimer Co.
 Lester N. Cobb.....Cleveland, O.
 Strong, Cobb & Co.

OKLAHOMA

Edward S. Malone.....Oklahoma City, Okla.
 Alexander Drug Co.
 Charles E. Potts.....Wichita, Kan.
 C. E. Potts Drug Co.
 H. I. Fox.....Wichita, Kan.
 Southwestern Drug Co.

OREGON

Louis Blumauer.....Portland, Ore.
 Blumauer-Frank Drug Co.
 William F. Woodward.....Portland, Ore.
 Woodard, Clarke & Co.
 Chas. S. Archer.....Portland, Ore.
 Archer & Schanz Co.

PENNSYLVANIA

- M. N. Kline.....Philadelphia, Pa.
 Smith, Kline & French Co.
 Miers Busch.....Philadelphia, Pa.
 Shoemaker & Busch.
 Walter V. Smith.....Philadelphia, Pa.
 Valentine H. Smith & Co.

RHODE ISLAND

- Arthur W. Claflin.....Providence, R. I.
 Geo. L. Claflin Co.
 William O. Blanding.....Providence, R. I.
 Blanding & Blanding.
 Herbert L. Carter.....Boston, Mass.
 Carter, Carter & Meigs.

SOUTH CAROLINA

- Jno. A. Burgess.....Charleston, S. C.
 Charleston Drug Mfg. Co.
 W. J. Murray.....Columbia, S. C.
 The Murray Drug Co.
 J. T. Ligon.....Anderson, S. C.
 Acme Drug Co.

SOUTH DAKOTA

- A. J. More.....Sioux City, Iowa
 Hornick, Hess & More.
 C. E. Bedwell.....Omaha, Neb.
 E. E. Bruce & Co.
 Harry S. Weller.....Omaha, Neb.
 Richardson Drug Co.

TENNESSEE

- B. F. Fritts.....Chattanooga, Tenn.
 Fritts & Wiehl.
 D. D. Philips.....Nashville, Tenn.
 Berry, Demoville & Co.
 D. C. Chapman.....Knoxville, Tenn.
 Chapman, White, Lyons Co.

TEXAS

- E. H. Crowdus.....Dallas, Tex.
 J. W. Crowdus Drug Co.
 J. G. Davis.....Dallas, Tex.
 Greiner-Kelly Drug Co.
 R. N. McKnight.....Waco, Tex.
 The Behrens Drug Co.

UTAH

| | |
|---------------------|------------------------|
| John P. Cobb..... | Salt Lake City, Utah |
| | Nelden-Judson Drug Co. |
| John J. Judson..... | Salt Lake City, Utah |
| | W. A. Nelden Drug Co. |
| W. A. Hover..... | Denver, Colo. |
| | W. A. Hover & Co. |

VERMONT

| | |
|-----------------------|------------------------------|
| F. C. Herrington..... | Burlington, Vt. |
| | Burlington Drug Co. |
| Jas. F. Cowee..... | Troy, N. Y. |
| | John L. Thompson, Sons & Co. |
| C. F. Polk..... | Troy, N. Y. |
| | Polk & Calder Drug Co. |

VIRGINIA

| | |
|-----------------------|--------------------------|
| Geo. T. Gray..... | Norfolk, Va. |
| | Williams, Martin & Gray. |
| Otho O. Owens..... | Richmond, Va. |
| | Owens & Minor Drug Co. |
| E. S. Leadbeater..... | Alexandria, Va. |
| | E. S. Leadbeater & Sons. |

WASHINGTON

| | |
|----------------------|---------------------------|
| A. B. Stewart..... | Seattle, Wash. |
| | Stewart & Holmes Drug Co. |
| L. Brinckerhoff..... | Seattle, Wash. |
| | Pacific Drug Co. |
| A. W. Doland..... | Spokane, Wash. |
| | Spokane Drug Co. |

WISCONSIN

| | |
|--------------------|----------------------------------|
| F. T. Yahr..... | Milwaukee, Wis. |
| | Yahr & Langé Drug Co. |
| Wm. B. Strong..... | Milwaukee, Wis. |
| | Jerman, Pflueger & Kuehmsted Co. |
| T. H. Spence..... | LaCrosse, Wis. |
| | Spence-McCord Drug Co. |

WYOMING

| | |
|-------------------|-------------------------|
| J. C. Davis..... | Denver, Colo. |
| | Davis-Bridaham Drug Co. |
| W. A. Hover..... | Denver, Colo. |
| | W. A. Hover & Co. |
| Jno. P. Cobb..... | Salt Lake City, Utah |
| | Nelden-Judson Drug Co. |

ACTIVE MEMBERS

277

Members are requested to report any inaccuracies in these lists and to notify the Secretary of all changes in the style of firm or corporation and in the names of members or officers.

ALABAMA

BIRMINGHAM

DOSTER-NORTHINGTON DRUG CO.

J. T. Doster, President.

F. D. Nabers, Vice-President.

M. P. Northington, Treasurer.

W. A. Davies, Secretary.

MOBILE

BROWN, A. E. & E. V.

Albert E. Brown.

Eugene V. Brown.

MOBILE DRUG CO.

Samuel Eichold, President.

Norborne R. Clark, Secretary.

MONTGOMERY

DURR DRUG COMPANY

John W. Durr, Jr., President.

W. K. Pelzer, First Vice-President.

Jas. C. Ware, Second Vice-President.

F. G. Salter, Secretary and Treasurer.

GREIL BROTHERS CO.

E. Lobman, President.

N. J. Greil, Vice-President.

M. L. Greil, Secretary and Treasurer.

Terry T. Greil, Manager.

ACTIVE MEMBERS—Continued.

ARKANSAS

FAYETTEVILLE

WHITLOW-WILLIAMS DRUG CO.

W. H. Whitlow, President and Manager.

J. C. Williams, Vice-President.

C. B. Whitlow, Secretary.

W. L. Stuckey, Treasurer.

FORT SMITH

SCHAAP, JOHN.

LITTLE ROCK

LINCOLN COMPANY, C. J.

Chas. J. Lincoln, President and Treasurer.

Chas. K. Lincoln, First Vice-President and Secretary.

Jos. H. Brown, Second Vice-President and Manager.

PINE BLUFF

DEWOODY & Co., W. L.

W. L. Dewoody.

MANN-TANKERSLEY DRUG CO.

W. Z. Tankersley, President.

F. L. Fox, Vice-President.

J. H. Mann, Secretary, Treasurer and Manager.

CALIFORNIA

LOS ANGELES

BRAUN COMPANY, F. W.

F. W. Braun, President and General Manager.

L. N. Brunswig, First Vice-President.

G. Knecht, Second Vice-President.

Wm. Kennedy, Secretary and Treasurer.

(Branch Houses at San Diego and San Francisco,
Cal.)

ACTIVE MEMBERS—Continued.

LOS ANGELES—Continued.

WESTERN WHOLESALE DRUG CO.

H. M. Sale, President.

L. D. Sale, Vice-President.

A. H. Braly, Treasurer.

L. Schiff, Secretary.

SACRAMENTO

KIRK, GEARY & Co.

Mrs. H. C. Kirk.

Wm. Geary.

Agnes Kirk.

H. S. Kirk.

SAN FRANCISCO

CALIFORNIA FIG SYRUP CO.

R. E. Queen, General Manager, San Francisco.

Geo. A. Newman, Gen'l Eastern Agt., Louisville, Ky.

Coffin, Redington & Co., Agents, 30 Cliff St., New York.

LANGLEY & MICHAELS Co.

Henry Michaels, President.

Robt. Watt, Vice-President.

C. F. Michaels, Treasurer.

F. T. Norton, Secretary.

MACK & Co.

Adolph Mack.

Leon Guggenhime.

Fred S. Kellogg.

REDINGTON & COMPANY.

William P. Redington.

Christian W. Smith.

Isaac S. Coffin, New York.

(New York House, Coffin, Redington & Co., 30 Cliff St.)

ACTIVE MEMBERS—Continued.

SAN FRANCISCO—Continued.

RICHARDS & Co.

C. F. Richards, Manager.

WITTENBERG Co., E. J.

George M. Willcox, President and Treasurer.

Clarence H. La Boyteaux, Secretary.

COLORADO

COLORADO SPRINGS

HEFLEY-ARCULARIUS DRUG Co., THE

F. H. Arcularius, President.

W. J. Hefley, Vice-President.

R. H. Hefley, Secretary and Treasurer.

DENVER

DAVIS-BRIDAHAM DRUG Co., THE

J. C. Davis, President.

L. B. Bridaham, Vice-President & General Manager.

F. L. Andrews, Secretary.

HOVER & Co., W. A.

W. A. Hover.

C. L. Hover

H. M. Harding.

PUEBLO

TAYLOR DRUG Co., THE GEO. E.

Geo. E. Taylor, President and Treasurer.

Chas. Cavender, Vice-President.

A. S. Booth, Secretary.

CONNECTICUT

HARTFORD

SISSON & Co., T.

Thomas Sisson.

George P. Chandler.

ACTIVE MEMBERS—Continued.

HARTFORD—Continued.

TALCOTT & COMPANY, C. H.

Charles H. Talcott, Sole Proprietor.

NEW HAVEN

LEETE CO., THE CHAS. S.

Charles S. Leete, President.

Jeremiah B. Leete, Treasurer.

H. C. Chamberlain, Secretary.

WHITTLESEY CO., THE CHARLES W.

C. W. Whittlesey, President and General Manager.

A. D. deBussy, Secretary and Treasurer.

F. A. Wolff, Asst. General Manager.

NEW LONDON

NICHOLS & HARRIS

Horace H. Daboll.

Martha R. Harris.

NORWICH

LEE & OSGOOD CO., THE

W. B. Young, President and Manager.

J. G. Burnett, Treasurer.

OSGOOD & CO., CHAS.

C. H. Osgood, Sole Proprietor.

WATERBURY

APOTHECARIES HALL CO.

Levi Wilcox, Secretary.

Isaac P. Kellogg, Treasurer.

Newton C. Smith, Asst. Treasurer.

DELAWARE

WILMINGTON

DANFORTH, N. B.

ACTIVE MEMBERS—Continued.

DISTRICT OF COLUMBIA

WASHINGTON

TsCHIFFELY, F. A., JR.

FLORIDA

JACKSONVILLE

CHRISTIE-GROOVER DRUG CO., THE

Frank C. Groover, President.

Marshall W. Stewart, Vice-President and Treasurer.

H. E. Stewart, Secretary.

FLORIDA DRUG AND CHEMICAL CO.

B. F. Dillon, President.

A. N. O'Keeffe, Vice-President and Manager.

W. S. Dillon, Secretary and Treasurer.

SOUTHERN DRUG MFG. CO.

B. R. Powell, President.

Chas. G. Harris, Vice-President and Treasurer.

E. T. Rigney, Secretary.

GEORGIA

ATLANTA

LAMAR & RANKIN DRUG CO.

H. J. Lamar, President.

W. D. Lamar, Vice-President.

W. A. Martin, Secretary.

H. A. Read, Treasurer.

A. M. Reid, Manager.

AUGUSTA

AUGUSTA DRUG CO.

John Phinzy, President and Treasurer.

N. L. Willet, Vice-President.

W. B. Marks, Manager.

John W. Haley, Secretary.

ACTIVE MEMBERS—Continued.

MACON

LAMAR, TAYLOR & RILEY DRUG CO.

R. J. Taylor, President.

W. M. Johnston, Vice-President.

C. C. McPhail, Secretary and Treasurer.

J. B. Riley, Manager.

ROME

CURRY-ARRINGTON CO.

D. W. Curry, President.

H. H. Arrington, Secretary and Treasurer.

SAVANNAH

COLUMBIA DRUG COMPANY

A. E. Smith, President.

J. G. Smith, Secretary and Treasurer.

SOLOMONS COMPANY

J. M. Solomons, President.

I. A. Solomons, Vice-President and Manager.

ILLINOIS

BLOOMINGTON

WAKEFIELD & Co., C.

Oscar Wakefield, General Manager.

Dr. Homer Wakefield.

Mrs. Emma W. Eddy.

Mrs. Hattie W. Brady.

CAIRO

SCHUH DRUG COMPANY

Paul G. Schuh, President & Treasurer.

Harry W. Schuh, Vice-President and Manager.

Walter Denzel, Secretary.

CHICAGO

HUMISTON, KEELING & Co.

Francis Keeling, Jr., President and Treasurer.

Wm. B. Keeling, Vice-President.

ACTIVE MEMBERS—Continued.

CHICAGO—Continued.

MORRISON, PLUMMER & COMPANY

James W. Morrison, President.

Wilford C. Shurtleff, First Vice-President.

Elgar G. Hibberd, Second Vice-President.

Walter H. Atwater, Secretary and Treasurer.

SEARLE & HERETH Co., THE

Dr. J. C. Flowers, President.

John Carlson, Vice-President.

O. T. Eastman, Secretary and Treasurer.

PEORIA

ALLAIRE, WOODWARD & Co.

H. J. Woodward, President and General Manager.

J. N. Ward, Secretary.

BARKER & WHEELER Co.

Walter Barker, President.

C. R. Wheeler, Vice-President.

F. L. Horn, Second Vice-President.

A. J. Tapping, Secretary.

F. J. Greene, Treasurer and Manager.

COLBURN, BIRKS & Co.

Walter P. Colburn, President and General Manager.

Henry Simoneau, Vice-President.

John Birks, Treasurer.

G. De F. Kinney, Secretary.

QUINCY

SOMMER'S DRUG Co., ALDO

Aldo Sommer, President and Treasurer.

Chas. E. Lionberger, Vice-President.

Philip Schanz, Secretary.

ROCK ISLAND

HARTZ & BAHNSEN Co.

B. C. Hartz, President.

F. W. Bahnsen, Vice-President.

I. S. White, Secretary and Treasurer.

ACTIVE MEMBERS—Continued.

INDIANA

EVANSVILLE

LEICH & Co., CHARLES

Charles Leich.

Carl Leich.

Walter Leich.

Herbert Leich.

Clarence Leich.

FORT WAYNE

FORT WAYNE DRUG COMPANY

Henry C. Paul, President.

John H. Jacobs, Vice-President.

Henry J. Bowerfind, Secretary.

Fred G. Landenberger, Treasurer.

INDIANAPOLIS

KIEFER DRUG COMPANY, A.

Augustus Kiefer, President.

G. Barret Moxley, First Vice-President.

M. P. Lynch, Second Vice-President.

J. Edward Stilz, Secretary and Treasurer.

MOONEY-MUELLER DRUG Co.

William J. Mooney, President.

J. George Mueller, Secretary and Treasurer.

STEWART Co., DANIEL

John N. Carey.

William Scott.

M. S. Carey.

M. S. Scott.

WARD BROS. DRUG Co.

Marion Ward, President.

C. S. Dearborn, Secretary.

NEW ALBANY

KNOEFEL, CHAS. D.

ACTIVE MEMBERS—Continued.

TERRE HAUTE

BINDLEY & Co., E. H.
E. H. Bindley, Sr.
E. H. Bindley, Jr.
J. B. Bindley.

COOK & BLACK DRUG Co.
John Cook.
James H. Black.
Frank V. Cook.

IOWA

BURLINGTON

CHURCHILL DRUG Co.
F. S. Churchill, President.
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Lucien B. Hall.
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Leslie I. Metcalf.
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George W. Bright, First Vice-President.
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R. R. Rickly, Third Vice-President.
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C. B. Kinnan, Treasurer.

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OKLAHOMA CITY

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Randolph Marshall, M. D.

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John G. Bullock, Secretary.

I. M. Boyer, Treasurer.

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Adam Pfromm.

I. H. S. Kindig.

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Miers Busch.

SHOEMAKER & Co., ROBERT

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Thomas E. Shoemaker.

Benjamin H. Shoemaker, Jr.

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Lemuel G. Morriss, Treasurer.

Howard E. Smith, Secretary.

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Francis H. Wyeth, First Vice-President.

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Samuel Dempster, Secretary and Treasurer.

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C. H. Wood, Auditor.

W. W. Starkey, Assistant to President.

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S. Massingham, Vice-President.

H. C. Lucas, Secretary and Treasurer.

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Joseph S. Brown, Vice-President.

Edward Hawkotte, Secretary and Treasurer.

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W. A. Talbott, Secretary and Treasurer.

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Andrew J. Geer, Manager.

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FRITTS & WIEHL

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K. F. Wiehl.

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Cooper Turner, Treasurer.

G. S. Fleece, Assistant Manager.

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MEMPHIS—Continued.

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C. F. Shepherd, Vice-President.

R. W. Ramsey, Secretary and Treasurer.

J. B. Ramsey, Assistant Secretary and Treasurer.

J. R. Tague, Manager.

W. G. Best, Assistant Manager.

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W. W. Berry.

Estate of J. F. Demoville, Deceased.

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T. I. Webb, Secretary and Treasurer.

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R. L. Stringfellow, Vice-President.

W. H. Meador, Secretary-Treasurer.

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C. D. Kelly, Vice-President.

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HOUSTON DRUG CO.

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Albert Kronkosky, Secretary.

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H. C. Risher, Ass't Secretary and Treasurer.

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Wayne G. Hemphill, Secretary.

John J. Judson, Manager.

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H. A. Knowles, Treasurer.

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BURLINGTON DRUG COMPANY

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Edward S. Leadbeater, Vice-President.

John Leadbeater, Secretary and Treasurer.

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H. H. Horton, Secretary and Treasurer.

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George T. Gray, Secretary and Treasurer.

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C. J. Miller, Vice-President.

W. C. Miller, Secretary and Treasurer.

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C. M. Knox, Secretary.

G. G. Minor, Treasurer.

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Edgar D. Taylor, Vice-President.

Robert Lee Powers, Secretary.

P. H. Powers, Treasurer.

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Thomas W. Purcell.

S. D. Craig.

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C. B. Robertson, Secretary and Treasurer.

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L. Brinckerhoff, Vice-President.

W. B. Williams, Secretary.

W. J. Ovens, Treasurer.

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SPOKANE DRUG Co.

Valentine Peyton, President.

I. N. Peyton, Vice-President.

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W. G. Hubbard, Secretary and Treasurer.

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A. C. Murdoch, Vice-President and Gen'l Manager.

Lee Stebbins, Secretary.

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LA CROSSE

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G. W. Burton, Vice-President.

L. C. Colman, Secretary.

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Henry Dohmen, Treasurer.

F. William Dohmen, Secretary.

ACTIVE MEMBERS—Continued.

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Charles W. Henning, Secretary.

J. R. Kathrens, Manager Pabst Extract Department.

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L. A. Langé, Secretary.

E. F. Yahr, Treasurer.

CUBA

HAVANA

JOSE SARRA'S WIDOW & SON

Dr. Ernesto Sarrá, Manager.

Mrs. Celia Hernandez Sarrá.

ASSOCIATE MEMBERS

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SAN FRANCISCO

PACIFIC COAST BORAX Co.

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F. C. Havens, Vice-President.

H. Dumont, Secretary.

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E. E. Dickinson, Sole Owner.

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D. W. Williams, Vice-President.

G. G. Williams, Treasurer.

S. H. Williams, Assistant Treasurer.

H. K. W. Welch, Secretary.

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BRADFIELD REGULATOR Co., THE

W. D. Lamar, President.

H. J. Lamar, Vice-President.

W. A. Loyless, Manager.

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F. M. Robinson, Secretary.

S. C. Dobbs, General Sales Manager.

SWIFT SPECIFIC COMPANY, THE

W. D. Lamar, President.

L. S. Huntley, Vice-President.

H. J. Lamar, Treasurer.

F. L. Rankin, Secretary.

Jno. G. Burckhardt, Manager.

Chas. A. Rucker, a Representative.

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R. H. Levis, Second Vice-President.

Charles Levis, Secretary.

John M. Levis, Treasurer, Chicago, Ill.

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Dr. W. F. Waugh, Vice-President.

L. P. Scoville, Secretary.

H. B. Shattuck, Treasurer.

J. W. Ranson, Assistant Treasurer.

ANSBACHER Co., A. B.

A. B. Ansbacher, President.

D. A. Ansbacher, Treasurer.

S. Rosenthal, Secretary and Manager.

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J. P. Barrett, Vice-President.

W. H. Shellman, Secretary.

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A. Bauer, Vice-President.

S. H. Black, Secretary.

G. T. Bauer, Treasurer.

BUEHLER, EDWARD H.

(Manufacturers' and Importers' Agent.)

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John W. Kennedy, Secretary and Treasurer.

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A. Mayer, Secretary.

Henry L. Smith, Manager.

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E. W. Klock, Secretary.

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Ambrose L. Thomas, Vice-President.

Frederick W. Sprague, Secretary and Treasurer.

P. A. Aikman, M. D., Medical Director.

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M. W. Kearney, Secretary.

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S. T. Mather, Vice-President and Treasurer.

Oliver Mitchell, Secretary.

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PEPSIN SYRUP Co.
Allen F. Moore, Manager.

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Chauncey D. Clarke, Vice-President.
William S. Parry, Secretary and Treasurer.
William E. Hull, General Manager.
Robert D. Clarke, Manager Distillery.

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ELKHART

MILES MEDICAL Co., THE DR.
Franklin Miles, M. D., President.
A. H. Beardsley, Secretary.
F. K. Fernald, Assistant Secretary.
A. R. Beardsley, Treasurer and General Manager.

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FRENCH LICK SPRINGS HOTEL Co.
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James E. Lilly, Vice-President.
Henry D. Ridgely, Secretary.
Wayne C. Jones, Treasurer.

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A. B. Schanz, Secretary.

H. L. Kramer, Treasurer and General Manager.

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MARION FLINT GLASS Co.

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Clint C. McClarty, Vice-President.

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Elgin B. Spicer, General Manager.

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Chas. Alcott, Secretary.

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Frederick Nettlefold, Director.

E. Chatfeild Clarke, Director.

William Henry Knight, Manager.

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J. M. Bellamy, Secretary.

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Leonard Tufts, Assistant Treasurer.

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W. S. Batchelder, Treasurer.

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Harry Burnett, Vice-President and Treasurer.

Joseph Burnett, Assistant Treasurer.

A. H. Hoit, Secretary.

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R. G. Lockwood, Assistant Treasurer.

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Seth A. Fowle.

Horace S. Fowle.

FOX, FULTZ & Co.

Clarence W. Fox.

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J. M. Grosvenor, Jr.

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Edward W. Scudder, Secretary.

Joseph Middleby, Vice-President.

Andrew H. Allen, Treasurer.

Richard L. Remnitz, General Manager.

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F. N. Young, Vice-President.

H. A. Thompson, Treasurer.

J. L. Beauchain, Secretary and Superintendent.

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Onslow Gilmore, Treasurer.

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H. A. Libby, Vice-President.

C. H. Poole, Treasurer.

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H. A. Tuttle, M. D. V.

Wm. U. Tuttle, M. D. V.

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Benjamin O. Wilson.

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J. Edwin Kimball, Treasurer.

LOWELL

AYER Co., THE J. C.

Frederick Ayer, President.

Charles H. Stowell, M. D., Treasurer and General Manager.

David Dewar, Clerk.

HOOD Co., C. I.

C. I. Hood, President, Treasurer and General Manager.

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GOULD & BROS., S. W.

S. W. Gould.

A. M. Gould.

A. W. Gould.

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A. E. F. White, Treasurer.

Thomas Neal, Secretary and General Manager.

A. M. Woodward, Assistant Secretary.

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Thomas Berry, First Vice-Chairman.

Alfred Hooper, Second Vice-Chairman.

William G. Smith, Treasurer.

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H. B. Levan, Treasurer.

Henry Duffield, Secretary.

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S. E. Heineman, President and Manager.

D. E. Heineman, Secretary.

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Fred Guenther, Secretary.

F. A. Thompson, Treasurer and Manager.

John McFarlane, Superintendent.

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W. G. Smith (Detroit), Secretary and Treasurer.

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Albert J. Todd, Secretary and Treasurer.

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MINNESOTA

ST. PAUL

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Charles B. Lyon.

Heber N. Lyon.

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KANSAS CITY

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B. D. Rowe, Vice-President.

Geo. S. Page, Manager.

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Robt. Holm, Secretary and Treasurer.

Chas. W. Staudinger, Manager Malt-Nutrine Dept.

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A. R. Strain, Vice-President and Treasurer.

W. B. Chittenden, Secretary.

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W. P. Hagee, President.

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Albin Mellier, Vice-President.

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E. H. Dyer, Secretary.

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Jos. Nester, Vice-President.

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F. L. Seely, Secretary and Treasurer.

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Eugene Koenig, Treasurer.

Allen Chamberlin, Secretary.

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J. Henry Fulle, Vice-President.

Henry F. Stowe, Secretary and Treasurer.

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J. Ellwood Lee, First Vice-President.

James W. Johnson, Second Vice-President.

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Frank R. Jones, Secretary.

Alex. R. Lewis, Assistant Secretary.

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Wm. T. Mayer, Secretary and Treasurer.

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E. G. Buell, Vice-President

Chas. H. Ruprecht, Secretary.

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Willis Sharpe Kilmer.

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George A. Shepard, Vice-President and Secretary.

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BROOKLYN—Continued.

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C. G. Painter, Secretary, Treasurer and General Manager.

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Rodney A. Ward, Treasurer.

Charles C. Heuman, Secretary.

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Frank B. Johonnot, Secretary.

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H. W. Petherbridge, Treasurer.

A. H. Scudder, Secretary.

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H. Rolff Planten, General Manager.

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Edgar B. Stevens, Secretary and Treasurer.

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Samuel J. Tilden, President.

T. B. Glazebrook, Vice-President.

J. H. Cox, Secretary and Treasurer.

(Branch House at St. Louis, Mo.)

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NEW YORK

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Main Office, Bowling Green Bldg., New York.
Western Office, 135 Adams St., Chicago, Ill.
Pacific Office, Kohl Building, San Francisco, Cal.

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Geo. H. Worthington, Vice-President.
Thos. Adams, Jr., Chairman of Board.
Henry Rowley, Secretary and Treasurer.

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P. E. Anderson.

BOVININE CO., THE

Frank Wanier, President and Treasurer.
Henry T. Champney, Vice-President, Secretary and
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Geo. D. Holt, Vice-President.
Geo. H. Edwards, Secretary.

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Oswald N. Cammann, Vice-President.
Samuel A. Drew, Secretary and Treasurer.

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Euler & Robeson, General Agents American Branch.
C. G. Euler.
W. B. Robeson.

COLGATE & COMPANY

Richard M. Colgate.
Gilbert Colgate.
Sidney M. Colgate.
Austen Colgate.

ASSOCIATE MEMBERS—Continued.

NEW YORK—Continued.

CONTINENTAL COLOR AND CHEMICAL CO.

Carl Pickhardt, President.

William Diestel, Treasurer.

Adolph Kutroff, }
I. J. R. Muurling, } Executive Committee.

CURTIUS, THOS. M.

(Drug Broker.)

DENVER CHEMICAL MFG. CO., THE

C. C. Brace, M. D., President.

Elmer A. Sheets, M. D., Secretary and Treasurer.

John C. Bradley, Vice-President and General Manager.

DEVOE (F. W.) & C. T. RAYNOLDS CO.

F. W. Devoe, President and Treasurer.

J. Seaver Page, Vice-President.

Geo. A. Meyer, Secretary and Assistant Treasurer.

DODGE & OLCOTT COMPANY

George M. Olcott, President.

Francis E. Dodge, Vice-President.

Francis H. Sloan, Vice-President.

Christian Beilstein, Secretary.

Emil Martens, Treasurer.

DOUGLAS MFG. CO.

William S. Douglas, President.

Walter L. Douglas, Vice-President.

Milton A. Maas, Secretary and Treasurer.

FITZSIMMONS, GLEESON & Co. (Incorporated)

James S. Schneider, President.

C. J. A. Fitzsimmons, Vice-President.

Emil Schneeloch, Secretary and Treasurer.

FOUGERA & Co., E.

Emile Heydenreich.

Edward S. Woodward.

Louis V. Heydenreich.

ASSOCIATE MEMBERS—Continued.

NEW YORK—Continued.

GENERAL CHEMICAL COMPANY

William H. Nichols, President.
Sanford H. Steele, Vice-President.
Charles Robinson Smith, Second Vice-President.
Everett B. Bragg, Third Vice-President.
Edward H. Rising, General Manager.
William H. Nichols, Jr., Secretary.
Thomas F. Burgess, Assistant Secretary.
James L. Morgan, Treasurer.

HALL & RUCKEL

Henry J. S. Hall,
William H. Hall,
M. M. Hall,
Irad Hawley,
Trustees.

HOPKINS & Co., J. L.
J. L. Hopkins.

HOPKINS, FERD. T.

HORNER, JAMES B.

ISAACS & Co., A.
Max Wertheimer.
Maurice S. Seelman.

JANVIER, WALTER.

KRESS & OWEN COMPANY

Samuel Owen, President.
William H. Pearson, Vice-President and Secretary.
Albert C. Manuel, Treasurer.

LADD & COFFIN

John B. Ladd.
Sturgis Coffin.
Benjamin I. Mott.

ASSOCIATE MEMBERS—Continued.

NEW YORK—Continued.

LANMAN & KEMP

George Massey.
George William Kemp.
Edward Kemp.

LASKER & BERNSTEIN

Charles Bernstein.
Nathan Bernstein.
Max Lasker.
Milton Louis Bernstein.
Allen Milton Bernstein.

LAZELL, DALLEY & Co. (Inc.)

Henry Dalley, President.
Henry A. Dalley, Vice-President.
Charles W. Van Court, Treasurer.
Arthur F. Knowles, Secretary.

LEEMING & Co., THOS.

Joseph Leeming.
Thomas L. Leeming.
Also Managers of Henri Nestlé, New York.
Canadian House, The Leeming-Miles Co., Ltd.,
Montreal.

LEOUSI, CLONNEY & Co.

John E. Leousi.
A. M. Clonney.
E. J. H. Darrell.
A. C. Sturtevant, Jr.

LUEDERS & Co., GEORGE (Incorporated)

George Lueders, President.
Ferdinand Weber, Vice-President and Treasurer.
E. V. Killeen, Secretary.

MAGNUS & LAUER (Incorporated)

Percy C. Magnus, President.
George C. Reynard, Secretary and Treasurer.

ASSOCIATE MEMBERS—Continued.

NEW YORK—Continued.

MARIANI & Co.

Angelo Mariani.

J. N. Jaros.

A. L. Jaros, a Representative.

MARX & RAWOLLE (Incorporated)

Charles J. Buchanan, President.

Frederick C. Rawolle, Vice-President.

George F. Henry, Secretary.

Henry Calder, Treasurer.

MULHENS & KROPFF

Ferdinand Mülhens.

William Kropff.

NATIONAL ANILINE & CHEMICAL Co.

I. Frank Stone, President, New York.

Charles Ware, Vice-President, Chicago.

A. L. Norton, Treasurer, Boston.

E. O. Ellsworth, Secretary, Milwaukee.

NATIONAL LEAD COMPANY

L. A. Cole, President.

F. W. Rockwell, Vice-President.

R. P. Rowe, Vice-President.

Charles Davison, Secretary.

John B. Frothingham, Assistant Secretary.

F. R. Fortmeyer, Assistant Treasurer.

OAKLAND CHEMICAL Co., THE

J. G. Timolat, President and Treasurer.

F. K. Timolat, Secretary.

OMEGA CHEMICAL Co., THE

M. Wineburgh, President.

Bert M. Moses, Secretary and Treasurer.

PALMER, SOLON

Eddy Palmer, Sole Owner.

ASSOCIATE MEMBERS—Continued.

NEW YORK—Continued.

PARIS, ALLEN & Co.

George H. Allen.
Edson Bradley.
Augustus S. Pyatt.

PEEK & VELSOR

Joseph A. Velsor.
Joseph H. Velsor.

PHILLIPS CHEMICAL CO., THE CHARLES H.

Dr. C. E. H. Phillips, President.
John B. Phillips, Vice-President and Treasurer.
J. C. Reynolds, Secretary.
Dr. A. N. Phillips, General Manager.

POND'S EXTRACT COMPANY

E. L. Marston, President.
E. K. Camp, Secretary.
E. C. Sewall, Treasurer.
Thomas Lawson, General Manager.
W. T. Seagrave, Advertising Manager.

RIPANS CHEMICAL CO., THE

Charles H. Thayer, President.
George P. Rowell, Treasurer.
W. Denison Hatch, Jr., Secretary.

ROGERS & PYATT (Incorporated)

Runyon Pyatt, President.
H. S. Chatfield, Secretary and Treasurer.

SEABURY & JOHNSON (Incorporated)

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Henry C. Lovis, Secretary and Treasurer pro tem.

SHOLES COMPANY, THE CHARLES E.

Charles E. Sholes, President.
Edward J. Duggan, Vice-President.
Thomas C. Havens, Secretary.
Willis S. Whittlesey, Acting Treasurer.

ASSOCIATE MEMBERS—Continued.

NEW YORK—Continued.

SLOCUM COMPANY, T. A.

P. R. Whitcomb, President.

A. F. Richardson, Vice-President.

George L. Lord, Secretary.

STALLMAN & FULTON Co.

J. H. Stallman, President.

J. H. Z. Stallman, Vice-President.

F. L. Stallman, Secretary and Treasurer.

STILWELL, ARTHUR A.

THURSTON & BRAIDICH

James G. Shaw.

J. Edward Young, Jr.

TYLER & FINCH Co., THE

C. E. Tyler, President.

W. B. Leverich, Treasurer.

B. F. Wakefield, Secretary.

VAPOR-CRESOLENE Co., THE

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Harry DeB. Page, Vice-President and Treasurer.

Laurence S. Page, Secretary.

WETMORE COMPANY, THE S. H.

Charles M. Blackman, President.

Frederic W. Cooper, Secretary and Treasurer.

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DUFFY MALT WHISKEY Co.

SMITH Co., J. HUNGERFORD

J. Hungerford Smith, President.

A. G. Richardson, Vice-President.

W. P. Anderson, Secretary.

W. H. Stout, Treasurer.

ASSOCIATE MEMBERS—Continued.

SARATOGA

HATHORN & Co. (Hathorn Spring)

Emily H. Hathorn.

Frank H. Hathorn.

SYRACUSE

WILL & BAUMER Co., THE

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Anton F. Baumer, Vice-President.

Albert J. Will, Secretary.

Thomas J. Kreuzer, Treasurer.

YONKERS

NEW YORK PHARMACAL ASSOCIATION, THE

John E. Andrus, President.

F. W. R. Eschmann, Treasurer.

William L. Andrus, Secretary.

OHIO

CINCINNATI

EAGLE WHITE LEAD COMPANY

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James H. Prince, Vice-President.

Thomas S. Brown, Jr., Treasurer.

J. Gordon Taylor, Secretary.

Thomas T. Swift, Superintendent.

GORDON CHEMICAL Co., THE W. J. M.

W. J. M. Gordon, President.

Henry Strautmann, Secretary and Treasurer.

JERGENS Co., THE ANDREW

Andrew Jergens, President.

H. F. Jergens, Vice-President.

Charles H. Geilfus, Secretary and Treasurer.

MERRELL CHEMICAL Co., THE WM. S.

George Merrell, President and Treasurer.

Charles G. Merrell, Vice-President.

R. W. Proctor, Secretary.

ASSOCIATE MEMBERS—Continued.

CINCINNATI—Continued.

OGBORN, W. HOWARD
(Drug Broker.)

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ANTIMIGRAINE COMPANY

Jacob E. Brown, President.
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George A. Fuller, Secretary and Treasurer, 155 West
71st St., New York City.

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Daniel Bailey, First Vice-President.
T. S. Grasselli, Second Vice-President.
I. H. Mansfield, Third Vice-President.
E. R. Bailey, Secretary.
E. R. Grasselli, Treasurer.
W. J. Bever, Auditor.

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Arthur L. Stark, Vice-President.
Ralph L. Fuller, Secretary.
Robert S. Wensley, Assistant Secretary.
Wallace B. Goodwin, Treasurer.

LAWRENCE-WILLIAMS CO., THE

M. J. Lawrence, President.
M. W. Lawrence, Vice-President.
M. L. Lawrence, Treasurer.
L. L. Pope, Secretary and Manager.

WILLIAMS MANUFACTURING CO.

Frank S. Henry.
W. A. Jewitt.

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COLUMBUS

BUCKEYE STAMPING Co., THE

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W. T. Smith, Secretary.

PERUNA DRUG MFG. Co., THE

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F. W. Schumacher, Vice-President.

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TROMMER COMPANY, THE

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Paul Plessner, Vice-President.

N. C. Sherwood, Secretary and Treasurer.

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F. J. Cheney, Sole Proprietor.

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CONSHOHOCKEN

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Frank R. Jones, Secretary.

C. A. McCormick, Treasurer.

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R. F. Maloney, Vice-President.

John Tress, Secretary and Treasurer.

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BARRETT MFG. Co. (Chemical Dept.)

George W. Elkins, President.

Dr. H. W. Jayne, Manager Chemical Dept.

ASSOCIATE MEMBERS—Continued.

PHILADELPHIA—Continued.

CAMPION & Co., J. W.

John W. Campion.

FOX & SONS, H. C. (Incorporated)

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Florence Fox, Vice-President.

Henry T. Fox, Secretary and Treasurer.

HANCE BROTHERS & WHITE

Edward H. Hance.

Anthony M. Hance.

HASTINGS & Co.

Robert E. Hastings.

John V. Hastings.

HIRES COMPANY, THE CHARLES E.

Charles E. Hires, President.

A. N. Redding, Secretary.

W. W. Williamson, Treasurer.

JOHNSTON, HOLLOWAY & Co.

William Holloway.

KLINE, DR. R. H. (Limited)

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F. S. Giger, Treasurer.

D. M. Haugwitz, Manager.

LAVINO & Co., E. J.

E. J. Lavino.

Henry F. Lavino.

Edward George Lavino.

LUCAS & Co., JOHN

McILVAINE BROTHERS

A. Robinson McIlvaine.

ASSOCIATE MEMBERS—Continued.

PHILADELPHIA—Continued.

MUNYON'S HOMEOPATHIC HOME REMEDY CO.

James M. Munyon, President.

Benjamin Hamilton, Vice-President and General
Manager.

Jewell Smith, Secretary.

E. Heald, Treasurer.

PENNSYLVANIA SALT MFG. CO.

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Austin M. Purves, Vice-President and Secretary.

Arthur Wyman, Manager Sales Department.

Arthur E. Rice, Treasurer.

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H. B. Rosengarten, President.

Dr. George D. Rosengarten, Vice-President.

Adolph G. Rosengarten, Treasurer.

Charles Barton, Secretary.

SCHENCK & SON, DR. J. H.

J. H. Schenck, M. D., Proprietor.

J. H. Schenck, Jr., Representative.

TROEMNER, HENRY

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F. D. Pettet, Treasurer.

E. M. Budtz, Secretary.

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Harry D. Moore, Vice-President.

Walter F. Ware, Secretary and Treasurer.

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William R. Warner.

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C. A. Tatum, President.

J. W. Nicholson, Vice-President.

A. H. Tatum, Secretary.

J. M. Whittall, Treasurer.

ASSOCIATE MEMBERS—Continued.

PHILADELPHIA—Continued.

WIRZ, A. H.

Henry M. Wirz.

Charles L. Renz.

ZEILIN & Co., J. H. (Incorporated)

C. B. Zeilin, President and Treasurer.

Ellis Stokes, Jr., Secretary.

PITTSBURGH

ARMSTRONG CORK COMPANY

Thomas M. Armstrong, President.

Charles D. Armstrong, Vice-President.

William H. Pfahl, Secretary and Treasurer.

Thomas A. Standish, Asst. Secretary and Asst.
Treasurer.

William E. Evans, Superintendent.

RHODE ISLAND

PROVIDENCE

CALDER COMPANY, ALBERT L.

Charles A. Calder, President.

George C. Lyon, Treasurer.

DAVOL RUBBER COMPANY

Joseph Davol, President and Treasurer.

RUMFORD CHEMICAL WORKS

L. Horsford Farlow, President.

Newton D. Arnold, General Manager, Treasurer and
Secretary.

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CHATTANOOGA

CHATTANOOGA MEDICINE CO., THE

Z. C. Patten, President.

J. T. Lupton, Vice-President and Treasurer.

J. A. Patten, Secretary.

ASSOCIATE MEMBERS—Continued.

VERMONT

BURLINGTON

WELLS & RICHARDSON Co.

Edward Wells, President.

Henry Wells, Vice-President.

W. J. Van Patten, Treasurer.

Frederick H. Wells, Secretary.

Frank R. Wells, Assistant Secretary.

George M. Besett, General Manager.

RUPERT

GUILD, DR. J. H.

H. C. Guild.

C. M. Sheldon.

Ella C. Roberts.

M. F. Roberts, Manager.

VIRGINIA

RICHMOND

RANDOLPH PAPER BOX Co., THE

J. H. Randolph, President.

A. J. Cavanaugh, Vice-President and Gen'l Manager.

George Watt, Secretary and Treasurer.

VALENTINE'S MEAT JUICE COMPANY

Granville G. Valentine, President.

Benjamin B. Valentine, Vice-President.

Frederick S. Valentine, Treasurer.

Edward P. Valentine, Secretary.

WASHINGTON

SEATTLE

SANIPURE FOOD COMPANY

E. A. Stuart, President and Treasurer.

H. E. Barber, Vice-President.

L. R. Hardenbergh, Secretary.

ASSOCIATE MEMBERS—Continued.

WISCONSIN

BLACK RIVER FALLS

COLE & Co., J. W.

J. W. Cole.

F. W. Cole.

RACINE

HORLICK'S MALTED MILK COMPANY

James Horlick, President.

A. J. Horlick, Vice-President.

William Horlick, Secretary and Treasurer and General Manager.

Wm. Horlick, Jr., Assistant Secretary and Treasurer.

ASSOCIATE MEMBERS—Continued.

DOMINION OF CANADA

QUEBEC

MONTREAL

LYMAN-KNOX COMPANY, THE

Charles Lyman, President.

James W. Knox, Vice-President and Manager.

F. G. Lyman, Secretary.

J. R. H. Grier, Treasurer.

(Toronto Branch: Lyman, Knox & Clarkson, Ltd.)

LYMAN, SONS & Co.

Estate Henry Lyman.

Henry H. Lyman.

Arthur Lyman.

ENGLAND

LONDON

LIEBIG'S EXTRACT OF MEAT CO., LTD.

(Corneille, David & Co., Agents, 120 Hudson St.
New York.)

WELLCOME, HENRY S.

HONORARY MEMBERS

| | ELECTED |
|---|---------|
| J. M. FLINT, M. D., Smithsonian Institution, Washington.... | 1890 |
| F. W. SCHULTE, Kansas City, Mo..... | 1894 |
| J. C. FOX, Atchison, Kan..... | 1901 |
| EDWARD C. FRISBIE, Hartford, Conn..... | 1902 |
| THOMAS LORD, Chicago, Ill..... | 1903 |

COMPLIMENTARY MEMBERS

ATLANTA

"SOUTHERN DRUG JOURNAL."

BOSTON

"THE APOTHECARY AND NEW ENGLAND DRUGGIST," 145
High St.

CHICAGO

"PAINT, OIL AND DRUG REVIEW," 84 LaSalle St.
"WESTERN DRUGGIST," 353 Dearborn St.

DETROIT

"BULLETIN OF PHARMACY."

MONTREAL

"MONTREAL PHARMACEUTICAL JOURNAL."

NEW YORK

"AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD," 62
West Broadway.
"MERCK'S REPORT," University Place.
"OIL, PAINT AND DRUG REPORTER," 100 William St.
"PHARMACEUTICAL ERA," 90 William St.
"PRACTICAL DRUGGIST," 108 Fulton St.

ST. LOUIS

"MEYER BROTHERS DRUGGIST," 222 South Broadway.
"NATIONAL DRUGGIST," Century Building.

ALPHABETICAL LIST OF ACTIVE MEMBERS

277

| | |
|------------------------------------|---------------------------------|
| Acme Drug Co..... | Anderson, S. C. |
| Alexander Drug Co..... | Oklahoma City, Okla. |
| Allaire, Woodward & Co..... | Peoria, Ill. |
| Allcock Mfg. Co..... | 274 Canal St., New York |
| Antikamnia Chemical Co..... | 1622-1624 Pine St., St. Louis |
| Apothecaries Hall Co..... | Waterbury, Conn. |
| Archer & Schanz Co..... | Portland, Ore. |
| Aschenbach & Miller..... | 400 N. 3d St., Philadelphia |
| Augusta Drug Co..... | Augusta, Ga. |
| | |
| Bailey Drug Co., The..... | Zanesville, Ohio |
| Baily & Son, James..... | 28 Hanover St., Baltimore |
| Baker & Bro., H. J..... | 100 William St., New York |
| Barker & Wheeler Co..... | Peoria, Ill. |
| Barker, Moore & Mein Medicine Co., | |
| | 312-316 Green St., Philadelphia |
| Battle & Co..... | 2001 Locust St., St. Louis |
| Beall & Steele Drug Co., The..... | Steubenville, Ohio |
| Behrens Drug Co., The..... | Waco, Tex. |
| Benton, Hall & Co..... | 107-119 Water St., Cleveland |
| Berry, Demoville & Co..... | Nashville, Tenn. |
| Bindley & Co., E. H..... | Terre Haute, Ind. |
| Blanding & Blanding..... | Providence, R. I. |
| Blauw & Brickner Co..... | Rochester, N. Y. |
| Blumauer-Frank Drug Co..... | Portland, Ore. |
| Bodeker Drug Co., The..... | Richmond, Va. |
| Boehringer & Soehne, C. F..... | 7 Cedar St., New York |
| Braun Co., F. W..... | Los Angeles and San Diego, Cal. |
| Brewer & Co..... | Worcester, Mass. |
| Britt, Loeffler & Weil..... | 37 Bowery, New York |
| Brown, A. E. & E. V..... | Mobile, Ala. |

ACTIVE MEMBERS—Continued.

Bruce & Co., E. E.....Omaha, Neb.
 Bruen, Ritchey & Co.....212-214 Fulton St., New York
 Burlington Drug Co.....Burlington, Vt.
 Butterworth & Co., C. H.....125 Market St., Philadelphia

California Fig Syrup Co.....San Francisco and Louisville
 (Coffin, Redington & Co., Agts., 30 Cliff St., New York)
 Carr, Owens & Co.....27 S. Howard St., Baltimore
 Carter, Carter & Meigs.....20-38 Merrimac St., Boston
 Carter Medicine Co.....57 Murray St., New York
 Cassell, A. G. (Estate of).....Vicksburg, Miss.
 Chapman, White, Lyons Company.....Knoxville, Tenn.
 Charleston Drug Mfg. Co.....Charleston, S. C.
 Christie-Groover Drug Co.....Jacksonville, Fla.
 Churchill Drug Co.....Burlington and Cedar Rapids, Iowa
 Claflin Company, Geo. L.....Providence, R. I.
 Colburn, Birks & Co.....Peoria, Ill.
 Columbia Drug Co.....Savannah, Ga.
 Conger Drug Co.....Shreveport, La.
 Cook & Black Drug Co.....Terre Haute, Ind.
 Cook, Everett & Pennell.....Portland, Me.
 Crispell Co., The H. S.....Kingston, N. Y.
 Crittenton Co., The Chas. N.....115 Fulton St., New York
 Crowdus Drug Co., The J. W.....Dallas, Tex.
 Crutchfield-Tolleson Co.....Spartanburg, S. C.
 Curry-Arrington Co.....Rome, Ga.

Danforth, N. B.....Wilmington, Del.
 Davis-Bridaham Drug Co.....Denver, Colo.
 Des Moines Drug Co.....Des Moines, Iowa
 Dewoody & Co., W. L.....Pine Bluff, Ark.
 Dohmen Co., The F. (Ltd.).....Milwaukee, Wis.
 Doster-Northington Drug Co.....Birmingham, Ala.
 Durr Drug Company.....Montgomery, Ala.

Eastern Drug Co.....8 to 20 Fulton St., Boston
 Edgerly & Co., J. W.....Ottumwa, Iowa

ACTIVE MEMBERS—Continued.

Eimer & Amend.....205-211 Third Ave., New York
 Eliel-Jerman Drug Co.....Minneapolis, Minn.
 Emerson Drug Co.....308-312 W. Lombard St., Baltimore
 Estorge Drug Co.....New Iberia, La.
 Evans-Smith Drug Co.....Kansas City, Mo.

Fairchild Bros. & Foster.....74 Laight St., New York
 Farrand, Williams & Clark.....Detroit, Mich.
 Faxon & Gallagher.....Kansas City, Mo.
 Feidt & Co., Geo. D.....528 Arch St., Philadelphia
 Felt Drug Co., Samuel.....Watertown, N. Y.
 Ferrell-Kellam Drug Co.....128 Hanover St., Baltimore
 Finlay, Dicks & Co. (Ltd.).....New Orleans
 Florida Drug & Chemical Co.....Jacksonville, Fla.
 Fort Wayne Drug Co.....Fort Wayne, Ind.
 Foster-Milburn Co.....246 Michigan St., Buffalo
 Fraser Tablet Co., The.....454 18th St., Brooklyn
 Fritts & Wiehl.....Chattanooga, Tenn.
 Fritzsche Brothers.....37 Barclay St., New York

Geer Drug Co., The.....Charleston, S. C.
 Gerity Brothers.....Elmira, N. Y.
 Gilbert Bros. & Co.....9-13 N. Howard St., Baltimore
 Gilman Brothers.....50 Franklin St., Boston
 Gilmore Drug Co., W. J.....426-430 7th Ave., Pittsburgh
 Gilpin Co., Henry B.....300 W. Lombard St., Baltimore
 Goldsboro Drug Co.....Goldsboro, N. C.
 Goold & Co., J. E.....Portland, Me.
 Goyer Co., The.....Greenville, Miss.
 Greil Bros. Co.....Montgomery, Ala.
 Greiner-Kelly Drug Co.....Dallas, Tex.

Hale, Justis & Co.....241-243 Walnut St., Cincinnati
 Harle-Haas Drug Co.....Council Bluffs, Iowa
 Hartz & Bahnsen Co.....Rock Island, Ill.
 Hay's Sons, H. H.....Portland, Me.

ACTIVE MEMBERS—Continued.

| | |
|--------------------------------------|---------------------------------|
| Hazeltine & Perkins Drug Co..... | Grand Rapids, Mich. |
| Hefley-Arcularius Drug Co..... | Colorado Springs, Colo. |
| Heineman Drug Co..... | 18 S. Howard St., Baltimore |
| Hessig-Ellis Drug Co., The..... | Memphis, Tenn. |
| Hillier's Son Co., R..... | 100 William St., New York |
| Himrod Mfg. Co..... | 14-16 Vesey St., New York |
| Hiscox Chemical Works..... | Patchogue, N. Y. |
| Hoagland & Mansfield..... | 92-98 Canal St., Boston |
| Hopkins & Bethea..... | Meridian, Miss. |
| Hornick, Hess & More..... | Sioux City, Iowa |
| Hostetter Co., The..... | 57-61 Water St., Pittsburgh |
| Houston Drug Company..... | Houston, Tex. |
| Hover & Co., W. A..... | Denver, Colo. |
| Hoyt & Co., E. W..... | Lowell, Mass. |
| Hubbard, Son & Co., Charles..... | Syracuse, N. Y. |
| Humiston, Keeling & Co..... | 200 Madison St., Chicago |
| Humphreys' Homeopathic Medicine Co., | |
| | William and John Sts., New York |

Iowa Drug Co.....Des Moines, Iowa

Jackson Drug Co.....Jackson, Miss.
 Jayne & Son, Dr. D.....242 Chestnut St., Philadelphia
 Jerman, Pflueger & Kuehmsted Co.....Milwaukee, Wis.
 Justice Drug Co.....Greensboro, N. C.

Kanawha Drug Co., The.....Charleston, W. Va.
 Kauffman-Lattimer Co., The.....Columbus, Ohio
 Keasbey & Mattison Co.....Ambler, Pa.
 Kelly Co., George A.....421-427 7th Ave., Pittsburgh
 Kennedy, Suffel & Andrews.....Minneapolis, Minn.
 Kiefer Drug Co., A.....Indianapolis
 King Drug Co., W. H.....Raleigh, N. C.
 Kirk, Geary & Co.....Sacramento, Cal.
 Klein & Co., Henry.....220 Greenwich St., New York
 Knoefel, Charles D.....New Albany, Ind.

ACTIVE MEMBERS—Continued.

| | |
|------------------------------------|--|
| Lamar & Rankin Drug Co..... | Atlanta, Ga. |
| Lamar, Taylor & Riley Drug Co..... | Macon, Ga. |
| Lambert Pharmacal Co..... | 21st & Locust Sts., St. Louis |
| Lancaster Drug Co..... | Lancaster, Pa. |
| Langley & Michaels Co..... | 34-40 1st St., San Francisco |
| Larkin & Scheffer Chemical Co..... | 109 St. George St., St. Louis |
| Leadbeater & Sons, E. S..... | Alexandria, Va. |
| Lee & Osgood Co..... | Norwich, Conn. |
| Leete Co., The Charles S..... | New Haven, Conn. |
| Lehn & Fink..... | 120 William St., New York |
| Leich & Co., Charles..... | Evansville, Ind. |
| Leithhead Drug Co., L. W..... | Duluth, Minn. |
| Lillybeck Drug Co..... | Memphis, Tenn. |
| Lincoln Co., C. J..... | Little Rock, Ark. |
| Lincoln Drug Co..... | Lincoln, Neb. |
| Lloyd Bros..... | Court and Plum Sts., Cincinnati |
| Loewy Drug Co..... | 4 N. Howard St., Baltimore |
| Lyons & Co., I. L. (Ltd.)..... | New Orleans |
| | |
| McKallor Drug Co., E. C..... | Binghamton, N. Y. |
| McKesson & Robbins..... | 91 Fulton St., New York |
| McPike Drug Co., The..... | Kansas City, Mo. |
| Mack & Co..... | 13-15 Fremont St., San Francisco |
| Mallinckrodt Chemical Works..... | St. Louis |
| Mann-Tankersley Drug Co..... | Pine Bluff, Ark. |
| Martin & Co., C. H..... | Concord, N. H. |
| Memphis Drug Co..... | Memphis, Tenn. |
| Merchant's Gargling Oil Co..... | Lockport, N. Y. |
| Merck & Co..... | 8th St. and University Place, New York |
| Merrell Drug Co., J. S..... | 4th and Market Sts., St. Louis |
| Merritt's Sons, Theodore..... | Newburgh, N. Y. |
| Metcalf Co., Theodore..... | 39 Tremont St., Boston |
| Meyer Brothers Drug Co..... | 4th and Clark Ave., St. Louis |
| Mobile Drug Co..... | Mobile, Ala. |
| Moffitt-West Drug Co..... | Broadway and Clark Ave., St. Louis |
| Montana Drug Co..... | Butte, Mont. |
| Mooney-Mueller Drug Co..... | Indianapolis |
| Morrisson, Plummer & Co..... | 200 Randolph St., Chicago |

ACTIVE MEMBERS—Continued.

Murdoch Co., J. N.....Parkersburg, W. Va.
 Murray Drug Co., The.....Columbia, S. C.
 Muth Brothers & Co.....23-25 S. Charles St., Baltimore

Natchez Drug Co.....Natchez, Miss.
 Nelden Drug Co., W. A.....Salt Lake City, Utah
 Nelden-Judson Drug Co.....Salt Lake City, Utah
 Nelson, Baker & Co.....Detroit, Mich.
 New York Quinine & Chem. Works...114 William St., New York
 Nichols & Harris.....New London, Conn.
 Noyes Bros. & Cutler.....St. Paul, Minn.

Olney & McDaid.....Clinton, Iowa
 Orr, Brown & Price.....Columbus, Ohio
 Osgood & Co., Charles.....Norwich, Conn.
 Owens & Minor Drug Co.....Richmond, Va.

Pabst Brewing Co.....Milwaukee, Wis.
 Pacific Drug Co.....Seattle, Wash.
 Paine Drug Co., The.....Rochester, N. Y.
 Parchen Drug Co.....Helena, Mont.
 Paris Wholesale Drug Co.....Paris, Tex.
 Parke, Davis & Co.....Detroit, Mich.
 Parker-Blake Co., The (Ltd.).....New Orleans
 Peacock Chemical Co.....112-114 N. 2d St., St. Louis
 Perkins Co., John W.....Portland, Me.
 Peter-Neat-Richardson Co.....Louisville, Ky.
 Pfizer & Co., Charles.....81 Maiden Lane, New York
 Pfromm & Kindig.....233 N. 2d St., Philadelphia
 Pinkham Medicine Co., The Lydia E.....Lynn, Mass.
 Piso Company, The.....Warren, Pa.
 Plimpton, Cowan & Co.....50 E. Swan St., Buffalo
 Polk & Calder Drug Co.....Troy, N. Y.
 Potts Drug Co., The C. E.....Wichita, Kan.
 Powers-Taylor Drug Co.....Richmond, Va.
 Purcell, Ladd & Co.....Richmond, Va.

Quin-Sharpe Drug Co.....Vicksburg, Miss.

ACTIVE MEMBERS—Continued.

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| Radway & Co..... | 45 | La Fayette St., New York |
| Redington & Co..... | 23-29 | Second St., San Francisco |
| Richards & Co..... | 406-408 | Clay St., San Francisco |
| Richardson Drug Co..... | | Omaha, Neb. |
| Rio Chemical Co..... | 56 | Thomas St., New York |
| Roach Drug Co., E. R..... | | Amarillo, Tex. |
| Robinson & Son Co., R. W..... | 228 | Fulton St., New York |
| Robinson-Pettet Co..... | | Louisville, Ky. |
| Roeber & Kuebler..... | | Newark, N. J. |
| Roessler & Hasslacher Chemical Co..... | 100 | William St., New York |
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| Saginaw Valley Drug Co..... | | Saginaw, Mich. |
| San Antonio Drug Co..... | | San Antonio, Tex. |
| Sanford, Chamberlain & Albers Co..... | | Knoxville, Tenn. |
| Sarrá's Widow & Son, José..... | | Havana, Cuba |
| Schaap, John..... | | Fort Smith, Ark. |
| Schering & Glatz..... | 58 | Maiden Lane, New York |
| Schieffelin & Co..... | 170-172 | William St., New York |
| Schiffmann Co., R..... | 369 | Jackson St., St. Paul, Minn. |
| Schneider & Macy Drug Co..... | | Troy, N. Y. |
| Schuh Drug Company..... | | Cairo, Ill. |
| Scott & Bowne..... | 409-415 | Pearl St., New York |
| Scott & Co., John M..... | | Charlotte, N. C. |
| Searle & Hereth Co., The..... | 69-75 | Wells St., Chicago |
| Sharp & Dohme..... | 301 | W. Pratt St., Baltimore |
| (General Offices, 41 John St., New York.) | | |
| Sheehan Co., John H..... | | Utica, N. Y. |
| Shipley-Massingham Co..... | 701 | Liberty St., Pittsburgh |
| Shoemaker & Busch..... | 511-515 | Arch St., Philadelphia |
| Shoemaker & Co., Robert..... | | 4th and Race Sts., Philadelphia |
| Sisson & Co., T..... | | Hartford, Conn. |
| Smith & Co., Valentine H..... | | 2d and Green Sts., Philadelphia |
| Smith Drug Co., C. D..... | | St. Joseph, Mo. |
| Smith, Kline & French Co..... | 429-435 | Arch St., Philadelphia |
| Snow & Co., C. W..... | | Syracuse, N. Y. |
| Solomons Company..... | | Savannah, Ga. |
| Sommer's Drug Co., Aldo..... | | Quincy, Ill. |
| Southern Drug Manufacturing Co..... | | Jacksonville, Fla. |

ACTIVE MEMBERS—Continued.

Southwestern Drug Co., The.....Wichita, Kan.
 Spence-McCord Drug Co.....LaCrosse, Wis.
 Spokane Drug Co.....Spokane, Wash.
 Spring Drug Co., C. M.....Joplin, Mo.
 Spurlock-Neal Co.....Nashville, Tenn.
 Stark Drug Co., H. W.....Gainesville, Tex.
 Steelman & Archer.....117 Market St., Philadelphia
 Stein-Gray Drug Co.....228-232 E. 4th St., Cincinnati
 Stewart & Holmes Drug Co.....Seattle, Wash.
 Stewart Co., Daniel.....Indianapolis
 Strong, Cobb & Co.....112 Superior St., Cleveland
 Strother Drug Co.....Lynchburg, Va.
 Sultan Drug Co.....112-114 N. 2d St., St. Louis

Talcott & Co., C. H.....Hartford, Conn.
 Tarrant Co., The.....44 Hudson St., New York
 Taylor Drug Co., The George E.....Pueblo, Colo.
 Thompson, Sons & Co., John L.....Troy, N. Y.
 Tschiffely, F. A., Jr...475 Penna. Ave., N. W., Washington, D. C.

Van Natta-Lynds Drug Co.....St. Joseph, Mo.
 Van Vleet-Mansfield Drug Co.....Memphis, Tenn.
 Vaughan-Robertson Drug Co.....Richmond, Va.
 Vaughn-Crutchfield Co.....Winston-Salem, N. C.
 Vermont Chemical Mfg. Co.....206 Poydras St., New Orleans
 Vogeler Drug Co., Alfred.....217-223 E. 6th St., Cincinnati

Wakefield & Co., C.....Bloomington, Ill.
 Walding, Kinnan & Marvin Co., The.....Toledo, Ohio
 Walker & Gibson.....Albany, N. Y.
 Walther-Robertson Drug Co.....436 7th Ave., Pittsburgh
 Wampole & Co., Henry K. 426-432 Fairmount Ave., Philadelphia
 Ward Bros. Drug Co.....Indianapolis
 Western Drug Co.....Abilene, Tex.
 Western Wholesale Drug Co.....Los Angeles, Cal.
 Whitlow-Williams Drug Co.....Fayetteville, Ark.
 Whittlesey Co., The Charles W.....New Haven, Conn.

ACTIVE MEMBERS—Continued.

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| Widder, L. E..... | 502 W. Broadway, New York |
| Williams & Co., A. H..... | Utica, N. Y. |
| Williams-Davis-Brooks & Hinchman Sons..... | Detroit |
| Williams, Martin & Gray..... | Norfolk, Va. |
| Wittenberg Co., E. J..... | 49-51 Stevenson St., San Francisco |
| Woodard, Clarke & Co..... | Portland, Ore. |
| World's Dispensary Medical Association.... | 663 Main St., Buffalo |
| Wyeth & Brother, John.. | 11th and Washington Ave., Philadelphia |
| Yahr & Langé Drug Co..... | Milwaukee, Wis. |

ALPHABETICAL LIST OF ASSOCIATE MEMBERS

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| Abbott Alkaloidal Co..... | Ravenswood Station, Chicago |
| Acme White Lead & Color Works..... | Detroit, Mich. |
| Albany Chemical Co..... | Albany, N. Y. |
| American Can Co..... | Bowling Green Bldg., New York |
| American Chicle Co..... | Park Row Bldg., New York |
| American Ferment Co..... | 81 Steuben St., Jersey City |
| American Soda Fountain Co..... | 282 Congress St., Boston |
| Anderson & Co., P. E..... | 7 Gold St., New York |
| Anheuser-Busch Brewing Asso. (Malt-Nutrine Dept.).. | St. Louis |
| Ansbacher Co., A. B..... | 2629 Dearborn St., Chicago |
| Antimigraine Company..... | 122 Water St., Cleveland (Address G. A. Fuller, Sec., 155 W. 71st St., New York) |
| Armour & Company..... | 205 La Salle St., Chicago |
| Armstrong Cork Co..... | Farmer's Bank Bldg., Pittsburgh |
| Ayer Co., The J. C..... | Lowell, Mass. |
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| Ballard, James F..... | 500-502 N. 2d St., St. Louis |
| Barrett & Co., M. L..... | 219 Lake St., Chicago |
| Barrett Mfg. Co. (Chem. Dept.).. | Land Title Bldg., Philadelphia |
| Bauer & Black..... | 283 25th St., Chicago |
| Berry Bros. (Limited)..... | Detroit, Mich. |
| Billings-Clapp Co..... | 64 Federal St., Boston |
| Bovinine Co., The..... | 75 W. Houston St., New York |
| Bradfield Regulator Co., The..... | Atlanta, Ga. |
| Brown Oil Co., Robert B..... | Rialto Bldg., St. Louis |
| Bruening Cork Co..... | Oakdale, Pa. |
| Buckeye Stamping Co., The..... | Columbus, Ohio |
| Buehler, Edward H..... | 134 Lake St., Chicago |
| Burnett Co., Joseph..... | 36 India St., Boston |
| Burrough Bros. Mfg. Co..... | 509 W. Lombard St., Baltimore |

ASSOCIATE MEMBERS—Continued.

Calder Co., Albert L.....Providence, R. I.
 Champion & Co., J. W.....916 Filbert St., Philadelphia
 Centaur Company, The.....77 Murray St., New York
 Chamberlain Medicine Co.....Des Moines, Iowa
 Chattanooga Medicine Co., The.....Chattanooga, Tenn.
 Cheney Medicine Co.....Toledo, Ohio
 Chesebrough Mfg. Co.....17 State St., New York
 Chiris, Antoine.....18-20 Platt St., New York
 Churchill Chemical Co.....105 Liberty St., Brooklyn
 Clarke Bros. & Co.....Peoria, Ill.
 Coca-Cola Co., The.....Atlanta, Ga.
 Cole & Co., J. W.....Black River Falls, Wis.
 Colgate & Co.....53-55 John St., New York
 Continental Color & Chemical Co.....128 Duane St., New York
 Curtius, Thomas M.....5 Platt St., New York

Davidson Rubber Co.....Caldwell St., Boston
 Davol Rubber Co.....Providence, R. I.
 Denver Chemical Mfg. Co.....57 Laight St., New York
 Detroit White Lead Works.....Detroit, Mich.
 Devoe (F. W.) & C. T. Raynolds Co.

Fulton and William Sts., New York

De Witt & Co., E. C.....203-205 LaSalle Ave., Chicago
 Dickinson & Co., E. E.....Essex, Conn.
 Dodge & Olcott Co.....87 Fulton St., New York
 Douglas Mfg. Co.....96-102 Church St., New York
 Dow Chemical Co.....Midland, Mich.
 Duffy Malt Whiskey Co.....Rochester, N. Y.

Eagle White Lead Co.....1020 Broadway, Cincinnati

Fitzsimmons, Gleeson & Co.....8 Cedar St., New York
 Fougere & Co., E.....90 Beekman St., New York
 Fowle & Sons, Seth W.....81 High St., Boston
 Fox & Sons, H. C...Schuylkill Ave. & Catharine St., Philadelphia
 Fox, Fultz & Co.....18 Blackstone St., Boston
 French Lick Springs Hotel Co.....French Lick, Ind.

ASSOCIATE MEMBERS—Continued.

Garfield Tea Co.....41st St. and 3d Ave., Brooklyn
 General Chemical Co.....25 Broad St., New York
 Gordon Chemical Co., W. J. M.....1960 Plum St., Cincinnati
 Gould & Bros., S. W.....Malden, Mass.
 Grand Rapids Brush Co.....Grand Rapids, Mich.
 Grasselli Chemical Co.....The Arcade, Cleveland
 Green, G. G.....Woodbury, N. J.
 Grosvenor & Co., J. M.....103 Bedford St., Boston
 Guild, Dr. J. H.....Rupert, Vt.

Hall & Ruckel.....215 Washington St., New York
 Hance Bros. & White....Callowhill & Marshall Sts., Philadelphia
 Harshaw, Fuller & Goodwin Co.....Electric Bldg., Cleveland
 Hastings & Co.....817-821 Filbert St., Philadelphia
 Hathorn & Co. (Hathorn, Spring).....Saratoga, N. Y.
 Hinds, A. S.....Portland, Me.
 Hires Co., Charles E.....210 N. Broad St., Philadelphia
 Hood Co., C. I.....Lowell, Mass.
 Hopkins & Co., J. L.....100 William St., New York
 Hopkins, Ferd. T.....37 Great Jones St., New York
 Horlick's Malted Milk Co.....Racine, Wis.
 Horner, James B.....3 Platt St., New York

Illinois Glass Co.....Alton, Ill.
 Isaacs & Co., A.....58 Beekman St., New York

Janvier, Walter.....365-367 Canal St., New York
 Jergens Co., Andrew.....2533 Spring Grove Ave., Cincinnati
 Johnson & Co., I. S.....232 Summer St., Boston
 Johnson & Johnson.....New Brunswick, N. J.
 Johnston, Holloway & Co.....531 Commerce St., Philadelphia

Katharmon Chemical Co.....101 N. Main St., St. Louis
 Kilmer & Co., Dr.....Binghamton, N. Y.
 Kline, Dr. R. H. (Ltd.).....931-933 Arch St., Philadelphia
 Kress & Owen Co.....210 Fulton St., New York

ASSOCIATE MEMBERS—Continued.

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| Ladd & Coffin..... | 24 Barclay St., New York |
| Lanman & Kemp..... | 135-139 Water St., New York |
| Lasker & Bernstein..... | 161 William St., New York |
| Lavino & Co., E. J..... | 310 Bullitt Bldg., Philadelphia |
| Lawrence-Williams Co..... | 283 St. Clair St., Cleveland |
| Lazell, Dalley & Co..... | 12 Duane St., New York |
| Lee Co., J. Ellwood..... | Conshohocken, Pa. |
| Leeming & Co., Thomas..... | 73 Warren St., New York |
| Leousi, Clonney & Co..... | 134 William St., New York |
| Liebig's Extract of Meat Co., Ltd., 4 Lloyd's Ave., London, England; 120 Hudson St., N. Y. | |
| Lilly & Co., Eli..... | Indianapolis |
| Liquozone Co., The..... | 458-464 Wabash Ave., Chicago |
| Lucas & Co., John..... | 4th and Race Sts., Philadelphia |
| Lueders & Co., George..... | 218-220 Pearl St., New York |
| Lyman-Knox Company, The..... | Montreal, Canada |
| Lyman, Sons & Co..... | Montreal, Canada |
| Lyon & Bro., C. B..... | 172 E. 5th St., St. Paul, Minn. |
| Lyon Mfg. Co..... | 41-45 S. 5th St., Brooklyn |
| McIlvaine Brothers..... | 1500 Hamilton St., Philadelphia |
| Magnus & Lauer..... | 257 Pearl St., New York |
| Maltine Co., The..... | 8th Ave. and 18th St., Brooklyn |
| Mariani & Co..... | 52 W. 15th St., New York |
| Marion Flint Glass Co..... | Marion, Ind. |
| Marx & Rawolle..... | 100 William St., New York |
| Mellier Drug Co..... | 2112 Locust St., St. Louis |
| Mephram & Co., George S..... | East St. Louis, Ill. |
| Merrell Chemical Co., William S..... | 515 E. 5th St., Cincinnati |
| Merz Capsule Co..... | 172 St. Aubin Ave., Detroit, Mich. |
| Meyer & Co., A. C..... | 661 W. Baltimore St., Baltimore |
| Middleby, Joseph, Jr.,..... | 201-203 State St., Boston |
| Miles Medical Co., The Dr..... | Elkhart, Ind. |
| Morgan Drug Co..... | 1512 Atlantic Ave., Brooklyn |
| Mound City Paint & Color Co..... | 811 N. 6th St., St. Louis |
| Moxie Nerve Food Co. of New Eng.... | 69-71 Haverhill St., Boston |
| Mülhens & Kropff..... | 298 Broadway, New York |

ASSOCIATE MEMBERS—Continued.

Munyon's Homeopathic Home Remedy Co.

53d and Jefferson Sts., Philadelphia

Murray & Nickell Mfg. Co.....147-155 W. Polk St., Chicago

National Aniline & Chemical Co.....100 William St., New York

National Lead Co.....100 William St., New York

National Licorice Co.....106 John St., Brooklyn

New York Pharmacal Association.....Yonkers, N. Y.

Oakland Chemical Co.....464 W. Broadway, New York

Obear-Nester Glass Co.....402 N. 3d St., St. Louis

Ogborn, W. Howard.....Union Trust Bldg., Cincinnati

Omega Chemical Co., The.....452 5th Ave., New York

Orangeine Chemical Co.....15 Michigan Ave., Chicago

Pacific Coast Borax Co.....101 Sansome St., San Francisco

Palmer, Solon.....372-376 Pearl St., New York

Paracamph Co., The.....Louisville, Ky.

Paris, Allen & Co.....45 Broadway, New York

Paris Medicine Co.....2622-2630 Pine St., St. Louis

Patch Co., The E. L.....99 North St., Boston

Peek & Velsor.....9 Gold St., New York

Pennsylvania Salt Mfg. Co.....115 Chestnut St., Philadelphia

Pepsin Syrup Co.....Monticello, Ill.

Peruna Drug Mfg. Co., The.....Columbus, O.

Phillips Chemical Co., Chas. H.....128 Pearl St., New York

Planten & Son, H.....93 Henry St., Brooklyn

Pond's Extract Co.....76 5th Ave., New York

Powers-Weightman-Rosengarten Co.....Philadelphia

Prince Medicine Co.....Cambridge, Mass.

Randolph Paper Box Co., The.....Richmond, Va.

Reed & Carnrick.....42 Germania Ave., Jersey City

Ripans Chemical Co.....10 Spruce St., New York

Rogers & Pyatt.....78-80 Maiden Lane, New York

Rowell Co., E. N.....Batavia, N. Y.

Rumford Chemical Works.....Providence, R. I.

ASSOCIATE MEMBERS--Continued.

Sanipure Food Co.....316 Pacific Block, Seattle, Wash.
 Schenck & Son, Dr. J. H.....6th & Arch Sts., Philadelphia
 Seabury & Johnson.....59-61 Maiden Lane, New York
 Sholes Co., The Charles E.....164 Front St., New York
 Slocum Co., T. A.....98 Pine St., New York
 Smith Co., J. Hungerford.....Rochester, N. Y.
 Smith Co., W. F.....93-95 Broad St., Boston
 Stallman & Fulton Co.....92 William St., New York
 Stearns' Electric Paste Co.....Tribune Building, Chicago
 Sterling Remedy Co.....Kramer, Ind.
 Stilwell, Arthur A.....28 Cliff St., New York
 St. Jacob's Oil Co. (Ltd.).....205 Clay St., Baltimore
 Sutherland Medicine Co., The E. E.....Paducah, Ky.
 Swift Specific Co., The.....Atlanta, Ga.

Thompson & Co., F. A.....502 Trombley Ave., Detroit
 Thomsen Chemical Co.....Race & Winder Sts., Baltimore
 Thorkildsen & Co., Thos.....Union Stock Yards, Chicago
 Thum Co., The O. & W.....Grand Rapids, Mich.
 Thurston & Braidich.....128 William St., New York
 Tilden Co., The.....New Lebanon, N. Y.
 Todd Co., A. M. (Ltd.).....Kalamazoo, Mich.
 Troemner, Henry.....911 Arch St., Philadelphia
 Trommer Co., The.....Fremont, O.
 Truslow & Fulle.....319-325 Washington St., Jersey City
 Tuttle's Elixir Co.....27 Beverly St., Boston
 Tyler & Finch Co., The.....13 Gold St., New York

United Zinc & Chemical Co.....Kansas City, Mo.

Valentine's Meat Juice Co.....Richmond, Va.
 Van Stan's Stratena Co...64th and Haverford Ave., Philadelphia
 Vapo-Cresolene Co., The.....180 Fulton St., New York

Ware Co., The Walter F.....512 Arch St., Philadelphia
 Warner & Co., Wm. R.....639 N. Broad St., Philadelphia
 Washburn & Co., E. L.....New Haven, Conn.

ASSOCIATE MEMBERS—Continued.

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| Wellcome, Henry S... | Snow Hill Bldgs., London, E. C., England |
| Wells & Richardson Co..... | Burlington, Vt. |
| Wetmore Co., The S. H..... | 240-242 Pearl St., New York |
| Whitall-Tatum Co..... | 410-416 Race St., Philadelphia |
| Whitney Glass Works..... | Glassboro, N. J. |
| Will & Baumer Co., The..... | Syracuse, N. Y. |
| Williams Co., The J. B..... | Glastonbury, Conn. |
| Williams Mfg. Co..... | 122 Water St., Cleveland |
| Wilson, B. O. & G. C..... | 32 Lewis Wharf, Boston |
| Wirz, A. H..... | 917 Cherry St., Philadelphia |
| Wood Products Co..... | 4th & Penna. Sts., Buffalo |
| Wright's Indian Vegetable Pill Co..... | 372 Pearl St., New York |
| Zeilin & Co., J. H..... | 306-308 Cherry St., Philadelphia |

CONSTITUTION

PREAMBLE

WHEREAS, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws:

ARTICLE I

The name of this organization shall be the "National Wholesale Druggists' Association."

ARTICLE II

The officers of this Association shall be a President, five Vice-Presidents, a Secretary, a Treasurer and a Board of Control, who shall hold their offices one year, or until their successors are elected.

ARTICLE III

The officers shall be elected by ballot at the regular annual meeting. Each firm an active member of this Association shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five active members of the Association.

ARTICLE V

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association, shall be referred. All reports made to the Association shall, after opportunity has been given for discussion, be referred to the said Board for consideration, before final action.

ARTICLE IX

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X

Any firm engaged in the wholesale drug business may, on recommendation of the Committee on Membership and election by the Association, become an active member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business may be admitted as associate members, in the same manner as provided for the admission of active members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI

Any member may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII

The annual meeting of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee on Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date, as well as the place, of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to the date, if any, previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting, specifying the object for which it is called, shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association, forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII

Any amendment to, or alteration of, this Constitution may be made at any annual meeting, by a vote of two-thirds of all the members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when the proposed alteration or revision shall have been submitted in writing at a meeting at least twenty-four hours previous to taking action thereon.

ARTICLE XIV

There shall be a standing Committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz.: On Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oils and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade-marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Time and Place of Next Meeting and on Nominations, each of which committees shall consist of five members, to be appointed by the President on the first day of the annual meeting, and the reports of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV

Any member, against whom charges have been made, may, after a fair hearing, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI

Any member in good standing, retiring from business and resigning from the Association, may be made an honorary member by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS

First. No member shall be allowed to speak more than twice on any question at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said Board shall be final, subject to appeal to the Association. But in case any member of said Board is interested he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact. The Secretary shall then inform such member in writing that unless his dues are at once remitted, his name will be dropped from the roll of members. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of members. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rule or agreement, he shall be subject to such action as this Association shall deem best.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-thirds vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

ORDER OF BUSINESS

1. Call to Order.
2. Calling Roll of Members.
3. Reading Minutes of Last Meeting.
4. President's Address.
5. Election of Members.
6. Secretary's Report.
7. Treasurer's Report.
8. Reports of Committees.
9. Miscellaneous Business.
10. Installation of Officers.

APPENDIX

INDEPENDENT LOCAL ORGANIZATIONS OF WHOLESALE DRUGGISTS

(Each of these organizations is entirely *independent*, not being affiliated with or subordinate to the National Wholesale Druggists' Association. This directory is printed simply for information and reference.)

JOBBERS' SOCIAL CLUB

President, Chas. F. Weller.....Omaha, Neb.
Richardson Drug Co.
Secretary & Treasurer, C. E. Bedwell.....Omaha, Neb.
E. E. Bruce & Co.

LONE STAR DRUG CLUB

ChairmanTexas

METROPOLITAN DRUG CLUB

President, Wm. P. Ritchey.....214 Fulton St., New York
Bruen, Ritchey & Co.
Vice-President, Albert Plaut.....120 William St., New York
Lehn & Fink.
Secretary-Treasurer, Thos. F. Main...44 Hudson St., New York
The Tarrant Company.

MISSISSIPPI VALLEY DRUG CLUB

- President, L. A. Langé.....Milwaukee, Wis.
Yahr & Langé Drug Co.
- Vice-President, F. W. Bahnsen.....Rock Island, Ill.
Hartz & Bahnsen Co.
- Secretary-Treasurer, F. Junkermann.....Cedar Rapids, Ia.
The Churchill Drug Co.
- Corresponding Secretary, Fred J. Greene.....Peoria, Ill.
Barker & Wheeler Co.

NEW ENGLAND DRUG EXCHANGE

- President, E. A. Brewer.....Worcester, Mass.
Brewer & Co.
- Vice-President, Newton C. Smith.....Waterbury, Conn.
Apothecaries Hall Co.
- Secretary, Fred L. Carter.....20 Merrimac St., Boston, Mass.
Carter, Carter & Meigs.
- Treasurer, Chas. F. Cutler.....14 Fulton St., Boston, Mass.
Eastern Drug Co.

NORTHWEST WHOLESALE DRUG EXCHANGE

- President, Louis Blumauer.....Portland, Ore.
Blumauer-Frank Drug Co.
- Secretary & Treasurer, A. W. Doland.....Spokane, Wash.
Spokane Drug Co.

O., K., I. & M. DRUG CLUB

- President, William J. Mooney.....Indianapolis, Ind.
Mooney-Mueller Drug Co.
- Vice-President, F. E. Bogart.....Detroit, Mich.
Farrand, Williams & Clark.
- Secretary & Treasurer, R. H. Bradley..332 Summit St., Toledo, O.
The Walding, Kinnan & Marvin Co.

OHIO VALLEY DRUG CLUB

President, A. C. Murdoch.....Parkersburg, W. Va.
J. N. Murdoch Co.
Vice-President, W. M. Beall.....Steubenville, O.
The Beall & Steele Drug Co.
Secretary-Treasurer, Ben Exley.....Wheeling, W. Va.
Ohio Valley Drug Co.

PACIFIC DRUG EXCHANGE

President, Wm. P. Redington.....San Francisco, Cal.
Redington & Co.
Vice-President, William Geary.....Sacramento, Cal.
Kirk, Geary & Co.
Treasurer, C. F. Michaels.....San Francisco, Cal.
Langley & Michaels Co.
Secretary, R. H. Bennett, Jr.....San Francisco, Cal.
123 California Street.

PHILADELPHIA DRUG EXCHANGE

President, Charles E. Hires.....Philadelphia
The Charles E. Hires Co.
Vice-President, Richard V. Mattison, M. D.....Ambler, Pa.
Keasbey & Mattison Co.
Secretary, William Gulager.....Philadelphia
253 Bourse Building.
Treasurer, Edward H. Hance.....Philadelphia
Hance Brothers & White.

SOUTH ATLANTIC DRUG CLUB

President, Dr. W. J. Murray.....Columbia, S. C.
The Murray Drug Co.
Vice-President, I. A. Solomons.....Savannah, Ga.
Solomons Company.
Secretary & Treasurer, Jno. A. Burgess.....Charleston, S. C.
Charleston Drug Mfg. Co.

SOUTHERN DRUG CLUB

- President, D. D. Philips.....Nashville, Tenn.
Berry, Demoville & Co.
Vice-President, A. M. Reid.....Atlanta, Ga.
Lamar & Rankin Drug Co.
Secretary-Treasurer, F. A. Dicks.....New Orleans, La.
Finlay, Dicks & Co. (Ltd.).
Chairman Advisory Committee, Chas. S. Martin..Nashville, Tenn.
Spurlock-Neal Co.

VIRGINIA DRUG CLUB

- Chairman, Edgar D. Taylor.....Richmond, Va.
Powers-Taylor Drug Co.

WESTERN WHOLESALE DRUG ASSOCIATION

- President, J. C. Fox.....Atchison, Kan.
Secretary, Otto Stein.....Cincinnati, O.
The Stein-Gray Drug Co.
Treasurer, C. P. Walbridge.....St. Louis, Mo.
J. S. Merrell Drug Co.

NATIONAL ASSOCIATIONS IN THE DRUG TRADE

AMERICAN PHARMACEUTICAL ASSOCIATION

President, Joseph L. Lemberger.....Lebanon, Pa.
General Secretary, Chas. Caspari, Jr.....Baltimore, Md.
University of Maryland.
Treasurer, S. A. D. Sheppard.....Boston, Mass.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

President, M. T. Breslin.....New Orleans, La.
700 Dauphine Street.
Secretary, Thos. V. Wooten.....Chicago, Ill.
79 Dearborn Street.
Treasurer, Charles F. Mann.....Detroit, Mich.
900 Woodward Avenue.

PROPRIETARY ASSOCIATION OF AMERICA

President, Frank J. Cheney.....Toledo, O.
Secretary, Orient C. Pinckney.....New York
14 Vesey Street.
Treasurer, Harry H. Good.....New York
57 Murray Street.

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